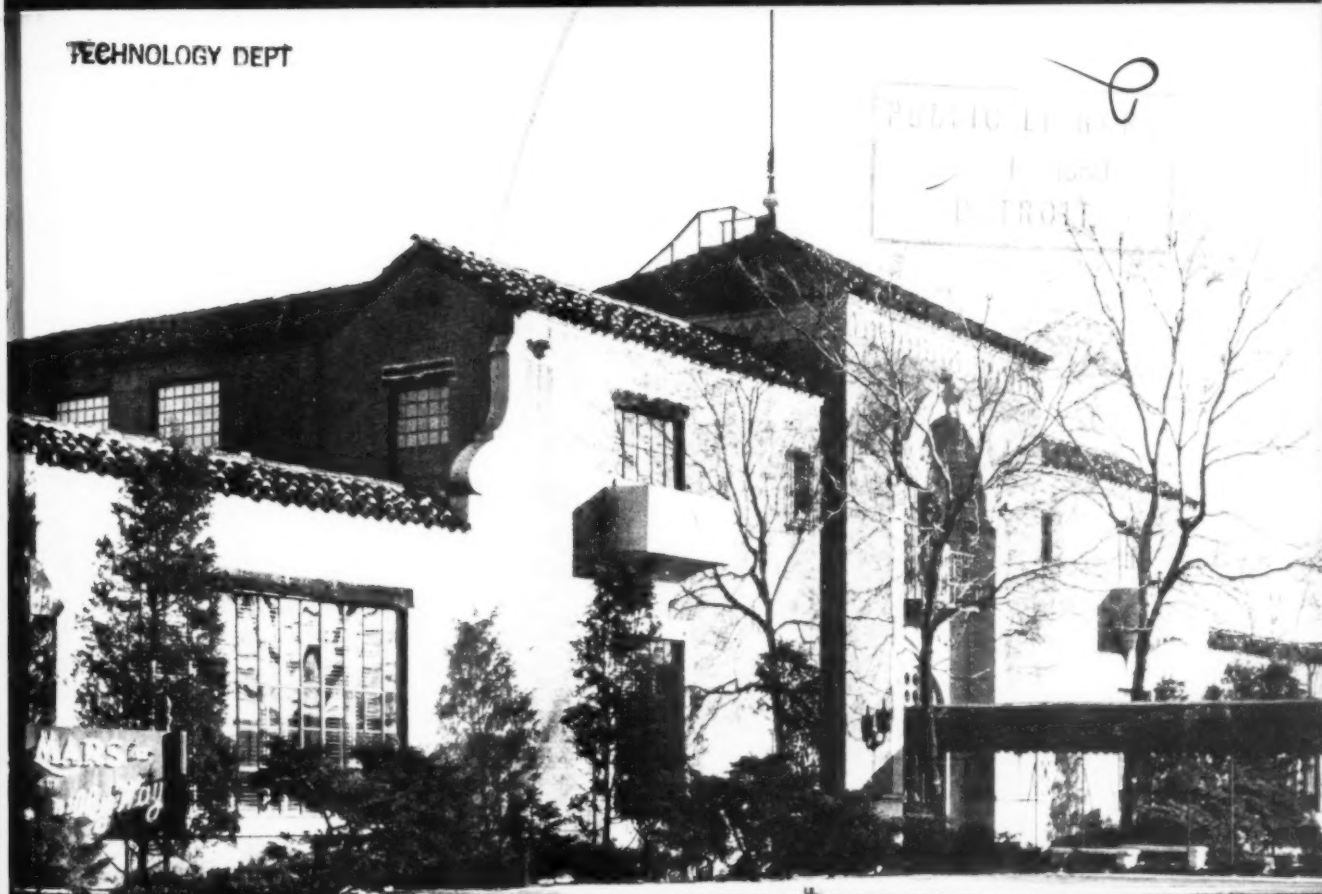




The *Manufacturing Confectioner*

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

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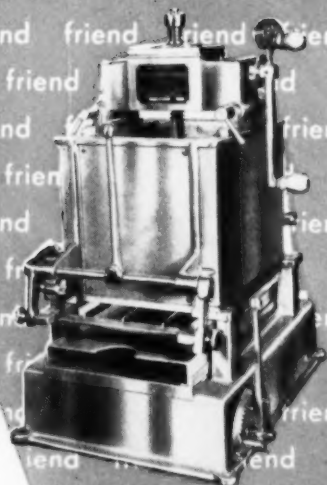


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1950

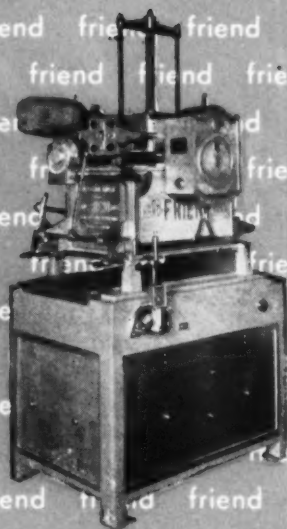
NCA Views Past, Looks to Future at June Meet
Confectioners Inspect Record Machinery Exhibits
Mars, Inc. Installs New, Efficient Refrigeration
Plants—Its Present and Future Plans Discussed

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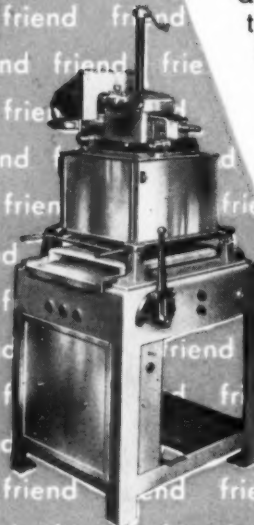
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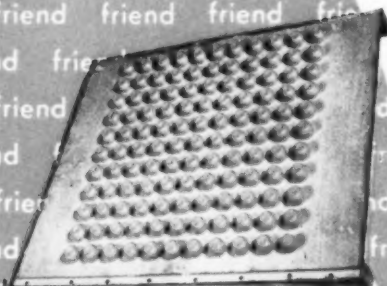
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A fine selection of flavoring effects is available in each of the above groups. <small>* Reg. U. S. Pat. Off.</small>		Figures above indicate approximate amount of flavor in ounces to be used in each 100 lb. batch.				

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The Manufacturing Confectioner

READ WHEREVER CANDY IS MADE

JULY, 1950

Vol. XXX

No. 7

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EDITOR AND PUBLISHER
P. W. Allured

ASSOCIATE EDITOR
James Redford, Jr.

NEW YORK STAFF WRITER
Clara Baldwin
SPring 7-3000 Ext. 8-G

EASTERN MANAGER
William C. Copp

CIRCULATION DIRECTOR
James W. Allured

ADVERTISING OFFICES
Chicago 6, 9 South Clinton
Stanley E. Allured, Franklin 2-6369

New York 18, 303 W. 42nd St.
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COVER: Pictured on the July cover of The MANUFACTURING CONFECTIONER is the modern building housing Mars, Inc. The story of the recent installation of modern refrigeration equipment is featured in the Candy Equipment Preview supplement of this issue.

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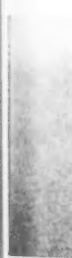
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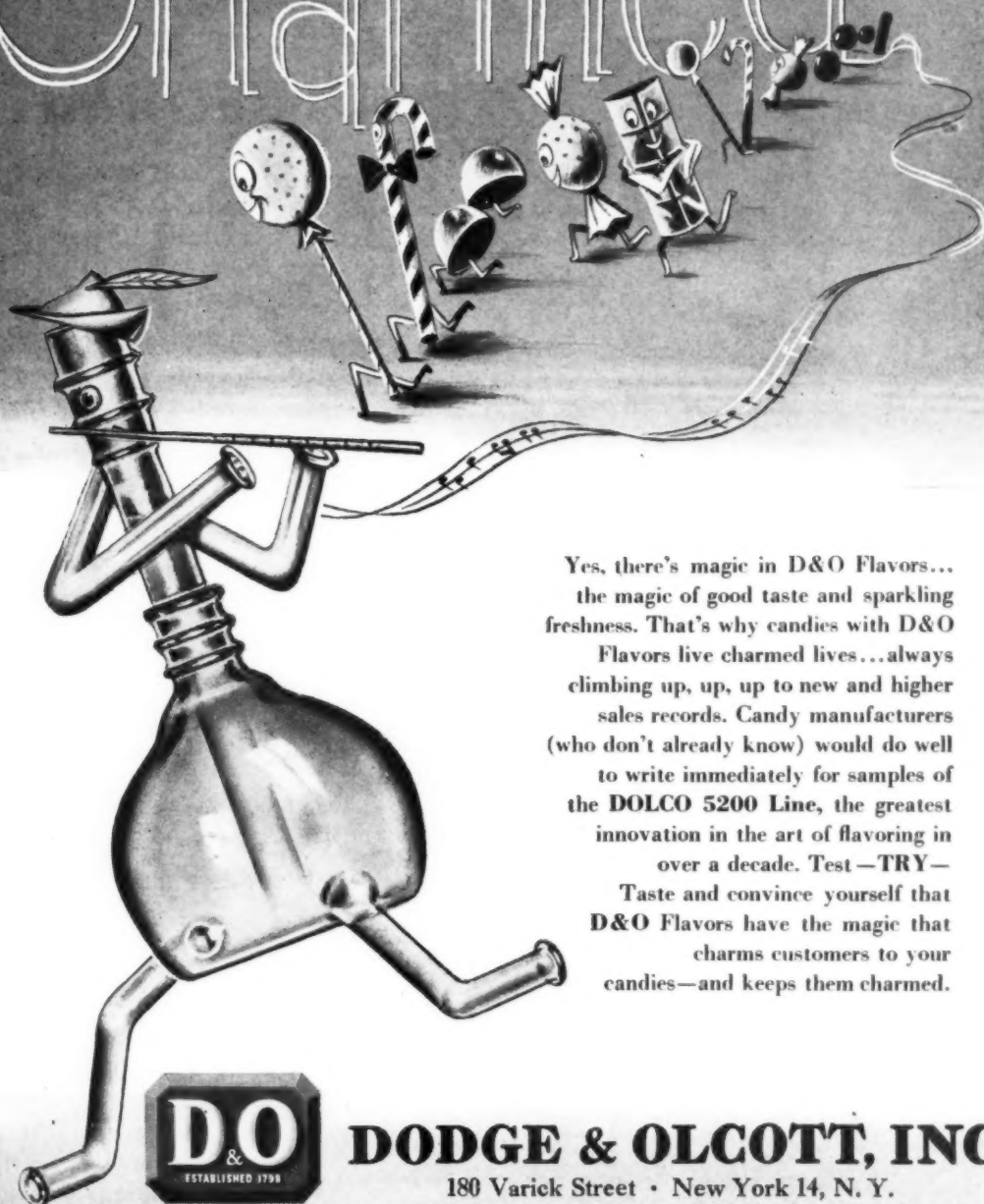
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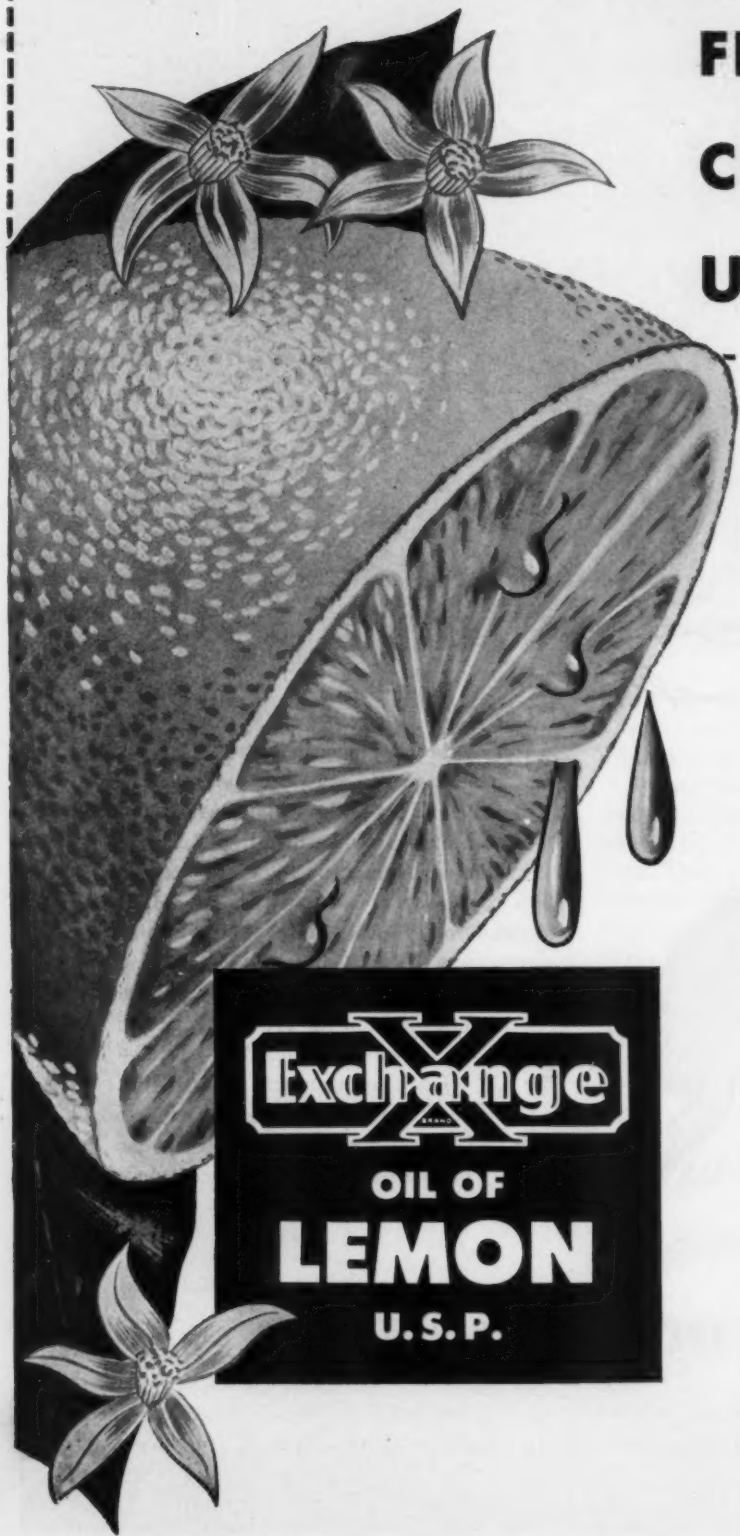
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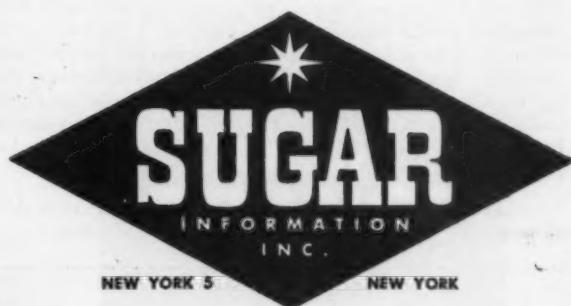
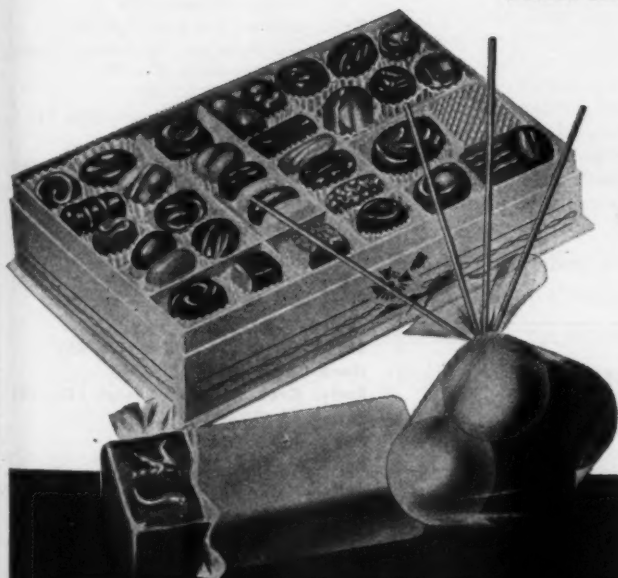
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a big 640-page book of candy "know how"

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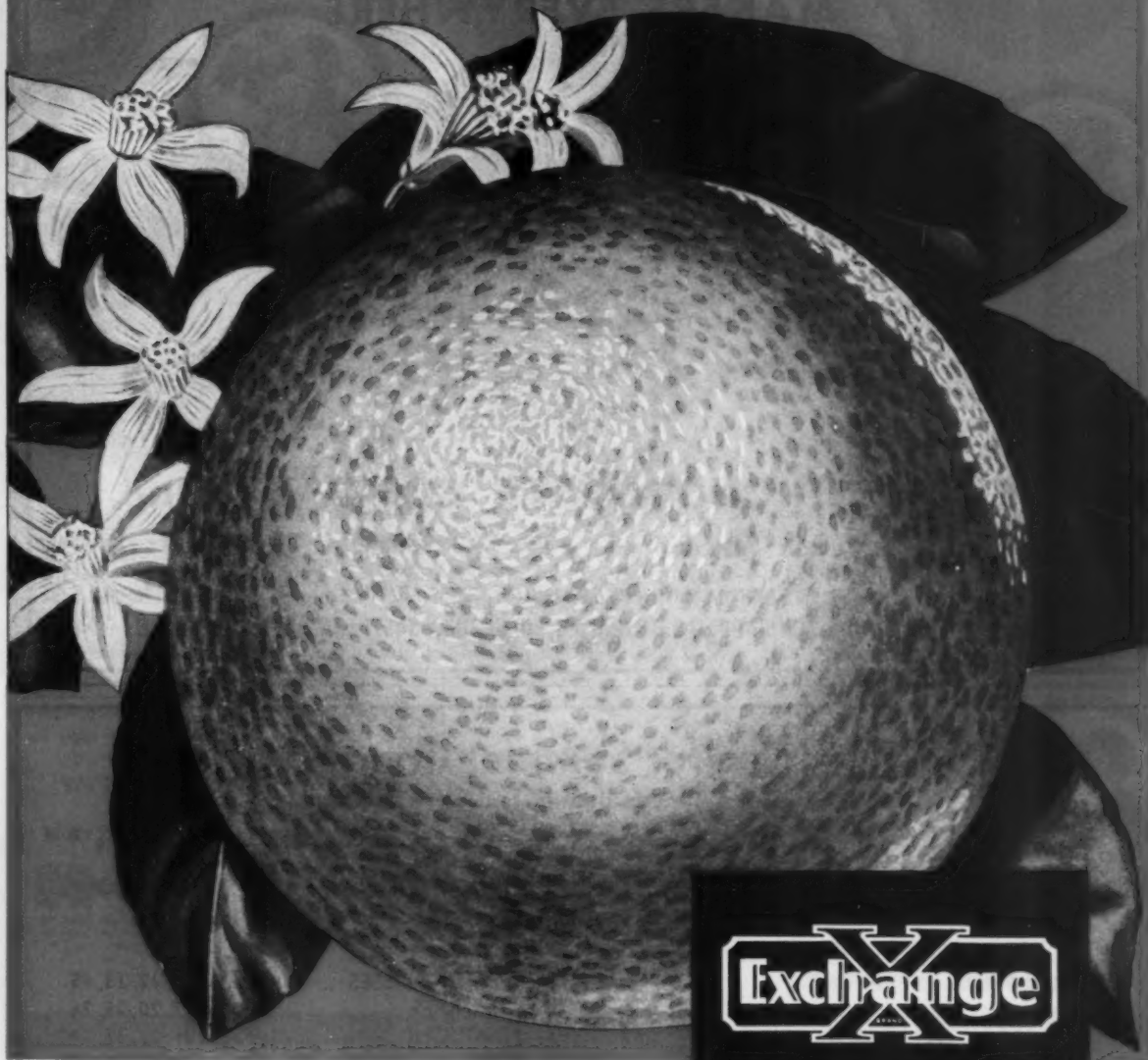
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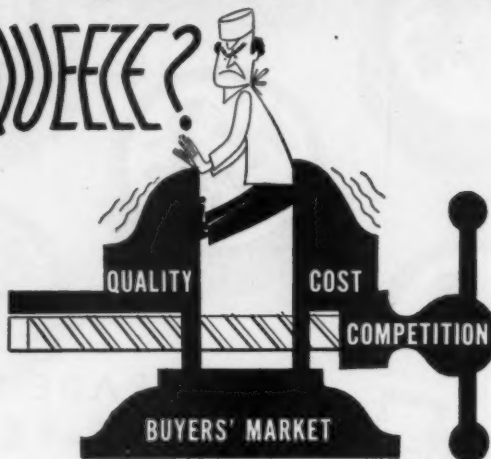
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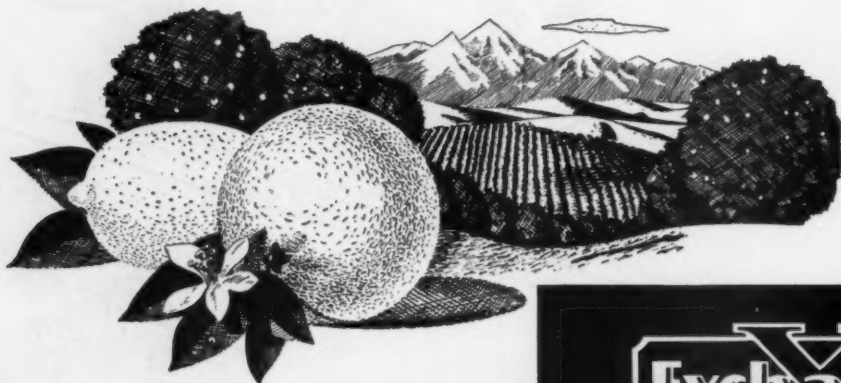


ERNEST C. PEAKES, Chief Chemist and Director of Research, New England Confectionery Company, 254 Massachusetts Ave., Cambridge 39, Mass.

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CITRUS PECTIN



The

Manufacturing Confectioner

JULY, 1950 Vol. XXX No. 7

NCA looks to the future and at past during mid-century convention at New York

Philip P. Gott starts second decade as president

From the mid-century vantage point, the National Confectioners Association, in their 67th. annual convention, at the Waldorf-Astoria, New York City, June 4 to 8, took inventory of the progress made from 1900 and studied problems facing the industry today.

In his opening remarks, President Philip P. Gott said that in the past fifty years the industry had rendered a great service to the public, keeping step with progress, and continuing that pattern made possible the expansion of the industry.

Charles R. Adelson, president of the Delson Candy Co. and program chairman for the convention, stated it was a looking-back as well as forward to see whether the industry had fulfilled the expectations of those who had gone before. One of the basic problems at the turn of the century had been "licked", he pointed out—that of consumer acceptance of candy. But the problem of selling at a price which would show a profit at all times had not yet been solved.

Factories Increasing

In 1900 there were 962 factories; today 1686. One of the aims, Mr. Adelson said, of the industry for the future is training manpower for technical knowledge. He spoke of the endowment by E. M. Statler of the hotel chain for a building at Cornell University to be used for training men in hotel administration and expressed hope that the confectionery industry would do likewise. He mentioned the stress on sanitary equipment in the exposition of the convention, and spoke of the great advance in that field in the last ten years.

Every phase of the industry was covered by the convention program, with Irvin C. Shaffer, vice president of Just Born, Inc., and of the NCA, serving as general chairman.

Harry R. Chapman, chairman of the board for New England Confectionery Co. and chairman of NCA Washington Committee, reported that the committee had received fair treatment by the governmental agencies with which they had to deal. "It is gratifying to know that

the present policy of the Commission (Federal Trade) is to be helpful to industry for its own self-government and the trade practice rules show all of us the way with the same interpretation for everybody."

Reviewing the situation on sugar, peanuts, fats and oils, he thanked the members for their splendid cooperation in furnishing the NCA office with individual estimates of sugar tonnage so that overall estimates could be made for the confectionery industry. As to peanuts, he mentioned the dual price systems, as well as "give aways to Europe," adding, "We are watching this situation and hope to get some relief when the new farm bill comes up before Congress. There is also a bill pending to create acreage allotments by type for the purpose

Philip P. Gott commences his second decade as president of the National Confectioners Association after being returned to office for another year during the convention in June.



Arthur L. Stang of the Shotwell Manufacturing Co. was re-elected to the post of secretary-treasurer of the N.C.A. at the annual convention held in New York this past June.

of obtaining more Virginia peanuts and less of the runner type."

Walsh-Healy Discussed

Concerning the Walsh-Healy Act, he stated, "It is still on the books and the secretary is going to make a survey of our industry to see if different rates should be made to apply than those now in effect. We had a panel hearing on this subject with the Department of Labor and agreed to delay the survey until October when we will be at the peak of production. It is conceivable that the department may agree that our present rates are satisfactory."

On the international situation, Mr. Chapman told of the committee's protest against further tariff cuts. In 1930 the Tariff Act set the duty on imported candy at 40 per cent, which was cut in 1939 to 20 per cent, and in 1948 to 14 per cent. Further reductions were being discussed. Quoting from the protest statement made at the public hearing before the committee for reciprocity information, he said, "Under the present low rate of 14 per cent *ad valorem*, there has been an increase in foreign candy imports the first two months of this year of 350 per cent," adding "our industry cannot stand any further concessions to foreign competition, and we ask you gentlemen as fairminded Americans to advise the Tariff Commission of these facts and recommend that present duty rates be not disturbed."

"In this we are only asking for fair play—not advantage. We are always willing to take our chances with a fair field, but we cannot perform miracles in protecting the living standards of the American workman or the American farmer against the competition of underpaid foreign labor. In an effort to improve the standards of Europe we have no right to tear down our own which has taken a century of time to build up to present proportions."

There is right now disequilibrium between world sugar production and consumption, Theodore Stempfel, vice president of E. J. Brach & Sons and chairman of NCA's subcommittee on Sugar, told the convention, but "actually sugar consumption is lower than pre-war and production is rapidly exceeding it."

London Meet on Sugar

He discussed the London meeting to be held June 26 which was debating an international agreement on sugar for the purpose of stabilizing prices and production throughout the world in accordance with the needs of consumers to eliminate wide price fluctuations. Mr. Stempfel felt that such an agreement and its world-wide endorsement is far in the future.



Theodore Stempfel of E. J. Brach & Sons moved from director to one of the vice presidential posts in the N.C.A. at the recent convention. He replaces Neal V. Diller in that position.

One of the reasons was the present shortage of hard currencies throughout the world and the reluctance of many nations to part with their foreign exchange, he said. In concluding, he stated, "It is probably important that something should be attempted. Certainly we need Cuba for its sugar, especially in times of a national emergency. Furthermore, Cuba buys rice, lard, textiles, wheat flour, and many other commodities and finished products."

"Actually if we could say 'Go to it boys,' we ourselves could produce all the sugar we need within our own country and its 'possessions,' if I may call them that. But we are in a big world now playing the role of leader and our responsibilities reach beyond our own shores to the ends of the earth. So before we start yelling, let's find out the nature of the next International Sugar Agreement when it is in its final form and comes before the Senate."

The Honorable James M. Mead, chairman of Federal Trade Commission, said the objective of that commission is preventive, and the methods for such prevention fall into three classifications: 1. formal litigated cases, 2. informal co-operative proceedings, and 3. economic investigations and reports.

Describing the conference procedure, he stated, that under our democratic form of government, it was only natural to find that shortly after enactment of the Federal Trade Act, the Commission was petitioned by industry to issue trade practice rules for guidance in business operations. Today 160 industries are operating under individual sets of trade practice rules, he pointed out, saying, "Competition, which is the life blood of our free enterprise system, may flourish and develop on the basis of trade practices which are fair and equitable to all concerned. A major purpose of the procedure is to utilize the best thoughts and voluntary co-operation of all concerned in the wholesome solution of unfair competitive problems."

Co-operation Appreciated

He expressed appreciation to the candy industry for its co-operation, and added that though the rules for that industry had been in effect only a short time, having been promulgated in January, "I understand they are operating very effectively. Trade practice rules," he went on, "give an industry the advantage of knowing the requirements of law more clearly than may be the case with respect to industries not under rules."

In the second half of the morning's program, the Council on Candy presented the educational side of the picture, for the public level. Victor Gies, vice president of Mars and vice chairman for the Council on Candy, briefed the progress made in the last few years.

He told of the problems which had plagued the industry, such as "reach for a cigarette instead of a sweet," and now the dental attacks, describing the program aimed to set public thinking straight on candy.

John Kettlewell, director of the Council, gave a pictorial story of the work being done to counteract the present attacks. Then Fred E. Magenheimer, of Mason, Au & Magenheimer and vice chairman of the Council, emphasized the need for more funds if the Council was to carry its program ahead effectively.

The evening session on Tuesday was given over to the Production Forum with W. Tresper Clarke, chief chemist of Rockwood & Co., presiding. James A. King, the Nulomoline Division of the American Molasses Co., acted as moderator for the panel which consisted of: Justin J. Alikonis from Paul F. Beich Co.; Charles Carilli of Edgar P. Lewis & Sons, Inc.; Morris Cushman of Overland Candy Co.; Frank R. De Roeck from James O. Welch Co.; Walter E. Gibbe of Walter's Candies; G. Lloyd Latten from Schutter Candy Division of Universal

Match Corp.; Gordon R. Maybee of Fry-Cadbury; Walter L. Richmond of Garrott Candy Co.; Oscar Stout from Ross & Rowe, Inc.; and Andrew H. Tehel of Korday Candies, Inc. Questions had been submitted in advance of the program.

Banned in Boston

Mr. Latten stated that the pure food calcium carbonate had worked very well for casting centers of low moisture content. Calcium carbonate was used for creaming and graining fudge, with about 2 per cent added to cooled batch, resulting in a very smooth grain. Mr. Latten pointed out that the temperature was lowered 6 degrees in cooking, but using the calcium carbonate eliminated the making of fondant; thus a labor saving device. In the discussion, the fact was stressed that there had been no ruling made on the use of calcium carbonates as yet, though Boston did not permit its use.

In answer to questions on the use of pressure cooking of starch, it was pointed out that one or two of the starch companies were trying to develop it, where upon a representative of Brock Candy Company stated their company has been doing it for years.

Mr. Tehel, in answer to a question on steam pressure for continuous cookers, said different types of cookers needed different pressures.

As the first speaker on Wednesday morning's program, with Charles F. Haug, president of Mason, Au & Magenheimer and co-chairman of the convention, presiding, George F. Dudik from the food division of the Department of Commerce stated that after the spectacular performance, salewise for the confectionery industry, in 1948 when the all time record was established, sales in 1949 had fallen off 12 per cent and still further in the first months of 1950.

Curve Down in '48

Actually, he pointed out, sales had started down in 1948, though the curve was not obvious at that time, and it is dollar value not volume which has fallen off. He said 22 manufacturers showed poundage sales up, while dollar sales were down. "The more common situation," he continued, "was for decreased poundage for those manufacturers whose sales declined in 1949, and for more goods sold by those whose dollar sales increased. For any group of confectionery manufacturers with similar operations and with 1949 sales down from 1948, there were usually individual instances of producers in the same field whose 1949 position was improved."

One of the highlights of the convention was the program on Candy Sales Promotion by Distributor. Gordon Lamont, vice president of Lamont, Corliss & Co., acted as chairman for the session, with William E. Hawes, Jr., candy buyer for Peoples Drug Stores, representing National Association of Chain Drug Stores; Edgar S. Bellis of Edgar S. Bellis Pharmacy, representing National Association of Retail Druggists; J. R. Peachey, president of Loblaw Groceries, Inc., representing Super Market Institute; F. Scott Creese, former candy buyer for McLellan Stores, representing Limited Price Variety Stores Association, Inc.; E. F. Hinkle, president of Automatic Canteen Co. of America, representing National Automatic Merchandising Association; Abraham Applebaum, president of Abraham Applebaum, Inc., representing National Candy Wholesalers Association, Inc.; and Richard C. Pinney, president of H. E. Shaw Co., representing National Association of Tobacco Distributors.

Promotion Asked

Over and over the distributors asked for promotional or display material from the manufacturers to assist in the presenting of candy to aid sales. Mr. Hawes put it,



Harry R. Chapman of the New England Confectionery Co. became one of the vice presidents of the N.C.A. He was elected during the June convention of the association to replace Irvin C. Shaffer.

"not just produce a product, price, send the sales staff out to sell it and stop there, but rather to do any little stunt or have any kind of promotion that would be unusual and would call the customers attention to your product." He cited the promotion on an item called "mint-lets" which sold 40,000 bags in two weeks. Peppermint oil sprayed thru a vaporizer offered smell appeal, attractive signs for interior and window displays aided with sight appeal.

Mr. Bellis pointed out there are 45,000 independent druggists, and that they are dependent upon the manufacturers for display and merchandising ideas.

Packaging and display for impulse buying are the keys to the chain store, super market selling, Mr. Peachey pointed out. He made a number of suggestions such as having space on a package left for pricing, code dating of packages so they could be rotated for proper turnover, necessity for variety of candies to appeal to the

New Officers Elected

Philip Gott was re-elected president of the National Confectioners Association during the June convention to round out a decade in that office and start out on his second.

Elected as vice presidents were Harry Chapman of the New England Confectionery Co. and Ted Stempf of E. J. Brach & Sons. They replaced Neal V. Diller of Nutrine Candy Co. and Irvin C. Shaffer of Just Born, Inc.

As the two vice presidents moved from positions on the board, two new men replaced them. They were R. T. Rinear, president of Huylers, and Vic Gies of Mars, Inc.

Re-elected as secretary-treasurer was Arthur L. Stang of the Shotwell Manufacturing Co.

Others remaining as directors for at least another year were: Charles R. Adelson of the Delson Candy Co., W. W. Cassidy of the Sweet Candy Co., George J. Cochran, Reymer & Brothers, Inc., W. C. Dickmeyer, Wayne Candies, Inc.; R. L. Henderson of Norris, Inc., John Henry of the DeWitt P. Henry Co., Inc., Porter King of the King Candy Co., C. D. McAfee of the McAfee Candy Co., Inc., Cecil H. McKinstry, of the Imperial Candy Co., George C. Miller of Miller and Hollis, Inc., Reed W. Robinson of Golden Nugget Sweets, Inc., Paul G. Sandell of Miss Morris Candies, Warren W. Watkins of Warren Watkins Candies, Inc., and Ralph A. Wenger of the Chase Candy Co.

THE Associated Retail Confectioners elected George R. Frederick, president of Loft Corp. to the presidency of their organization at their annual convention in New York, the first week in June.

Also elected were Charles Cook as vice president from Cook-Unterecker, Buffalo, N. Y.; Jack Mavrakos of Mavrakos Candy Co., St. Louis, Mo., as second vice president; and William Blatner was re-elected as secretary of the organization.

Among the many plans and discussion held at the convention were the Sweetest Day promotion for 1950. Sidney Bielfield will be employed again this year by the National Council for promotion of Sweetest Day.

Kresge's Stores were complimented for the work they did on the program last year. It is reported that one million pieces of promotion were sent out last year during the campaign for Sweetest Day. These came from the Detroit office of the company.



George R. Frederick

super market customers, widest possible use of transparent film, enclosure of display cards or other point of sale advertising material.

"Most of you manufacture a variety of lines," he said, "Why not give us a large floor piece occasionally on which to force out several of your items at once, it will pay you."

He also asked help in merchandising for the average chain store, and suggested working out a sales program for several months in advance. In concluding he asked if something couldn't be worked out to help sell chocolates through chain outlets, saying, "Why should there be a certain odium attached to the buying of high quality chocolates from a super market?"

Improved Methods Needed

For the variety store improved methods of presenting and selling candies are needed, Mr. Creese stated, though "the candy department in most of the variety chains is just about tops in sales volume". Bulk candy is the heavy sales item with the variety stores, and that calls for sanitary cases and a decorative back bar. One of the biggest problems, for the variety stores, he pointed out is the need for central warehouses, from which to obtain stock when required.

Mr. Hinkle spoke of the advantage of automatic merchandising units in vantage or high traffic spots, such as in industrial plants, subways, etc. Many impulse sales result, where sales would not otherwise be made.

The manufacturer and the distributor have mutual interests, Mr. Pinney said, and they need to maintain and sustain satisfactory relationships between them. Too often, he said, they meet with different viewpoints, and in the final analysis all of them are affected by the industry. He pointed out that two-thirds of the confectionery volume manufactured is handled by the tobacco distributors.

Mr. Applebaum stated that the jobber is the best cus-

tommer of the candy manufacturer, having built up a machine of distribution through the years. He said he viewed with alarm the loss of interest on the part of the jobber in candy, and urged that it was to the manufacturer's interest to keep the wholesaler, since the candy industry cannot move on its own momentum.

The morning's program concluded with a discussion on packaging with Mr. Magenheimer presiding, and James H. Nash, Packaging design consultant, as the speaker. Mr. Nash said "every package must be a salesman for itself," and stressed the use of brand indentifications.

Sanitation Emphasized

Tolbert N. Richardson, Jr., President of Thos. D. Richardson Co., presided over the session on Progress in Plant Sanitation and Maintenance that evening, with John J. Harvey, director of Regulatory Management of the Food and Drug Administration, as the first speaker. Mr. Harvey said, "There is no question that sanitary conditions generally in the confectionery industry are vastly improved over those of a few years ago." He advised that "having some one person of the top management group definitely responsible for sanitation and housekeeping is of paramount importance. Giving him sufficient authority to get things done and supporting his efforts in every possible way must be company policy."

Foods do not necessarily have to be 'injurious to health' to class as 'filthy foods', he told the group and warned that anything so considered would be banned 'by law from interstate commerce'.

One plant has set up a sanitation program which cost 8/10's of a cent per pound over the past year, but it was an elaborate program, Fred B. Jacobson, entomologist of Stephen F. Whitman & Son, Inc., declared. He felt an adequate, minimum, program could be instituted for between 3/10's and 4/10's cents a pound of finished goods. A poor sanitation program, he warned, could cost almost as much in dollars and cents as a good one, and in the long run cost more. He said that candy is not only a delicious food but it must be nutritious and clean, as well, for consumer acceptance.

Arthur C. Schrier, vice president of E. J. Brach & Sons, reported on the development of a safety code to prevent dust explosions in candy plants.

Arctic Confections Used

In the last half of the program, John Henry, president of DeWitt P. Henry Co., presided over a review of recent technological developments. Col. Joseph S. Kujawski, commandant of Quartermaster Food and Container Institute of the Armed Forces, told of experiments under Arctic conditions, and declared that carbohydrates in the form of candy is the most important quick energy food for the military services.

Experiments in candy storage reveal that best results are obtained at lowest temperatures and with strict control of relative humidity, according to J. G. Woodroof, food technologist of the Georgia Agricultural Experiment Station. Humidity of the storage room depends upon the moisture content of the candy, he stated, though optimum storage conditions, generally, were found to be at temperatures ranging from 0-32 degrees F. and with relative humidity at 63-65 per cent.

Dr. L. F. Martin, head of Agricultural Chemical Research Division of the U. S. Department of Agriculture, asserted that there is increasing attention being given to research by the candy industry though the outlay is far short of the 1 per cent level. He pointed out that the industry incurs losses of about 6/10 of 1 per cent due to

spoiled or returned goods, whereas it is doubtful if the total outlay for candy research amounts to 5/100 of one per cent of the gross. "Broader knowledge of the scientific facts underlying the art of candy-making would result in improved production techniques and quality of product, so that the billion dollar level of candy production could be maintained."

Cocoa Workers Training

The closing session opened with a discussion of the cocoa bean situation by H. Russell Burbank, President of Rockwood & Co. Over a twenty-five year period, he stated, the cocoa price curve followed the stock market graph rather than commodity prices. He felt that cocoa prices were not going way down to stay, since world supply and demand are too nearly in balance. Describing the training work being done at Turrialba, Costa Rica, for practical cocoa growers and mentioning the scientific research at Imperial College in Trinidad, and other similar programs, he urged a better standard of living for the cocoa farmer as a stimulant to increased production of raw material.

Presiding over a discussion of employer-employee relations, Paul G. Sandall, of Miss Morris Candies, said, "The greatest need in business today is that of mutual understanding and confidence between employee and employer."

Moses Shapiro, attorney and counsel for the Confectionery Industrial Board, told the group that management needed to be better prepared before coming to the bargaining table.

Bargaining Requirements

Specifically he listed certain items of preparation: (1) have complete data concerning the industry about prevalent wages, such data obtainable from the association; (2) get labor statistics from the Bureau of Labor; (3) know the cost of living; (4) obtain the State Labor Department's minimum budgets of living; (5) have factory data, average wage set-up; (6) determine if there are any inequalities and correct them before coming to the bargaining table; (7) fringe issues; (8) be careful of non-wage clauses; for example vacations, how much do they cost in terms of cents per hour; (9) have company story, why wages might be impossible, and why the present wage scale; (10) don't be naive and make final offer until proper time comes; and (11) make own demands.

Mr. Shapiro stated the question is now "is management, as we know it, to stay". Collective bargaining, he stressed, is no job for an amateur.

Collective bargaining is a national policy, Cyrus Ching, director of the Federal Mediation and Conciliation Service, declared, and it is the responsibility of both sides to make it work. Unions are coming to the bargaining table better prepared than is management, he stated, and that is unfortunate for both.

He said too many decisions were being made in "mahogany fox holes" and that management tended to be more emotional, with the union stating their case much more objectively. However, he felt a lot of progress had been made, and all were getting more mature in collective bargaining. He suggested a better understanding of government and how it functions, pointing out it is the biggest business institution in the world, manned by people who were just as competent as those in comparable positions in business.

Alfred J. Ostheimer III, Ostheimer & Co., reviewed the trends in employee benefit plans to round out the employer-employee session, and the meeting concluded with passing a series of resolutions, presented by Herman L.

Heide, president of Henry Heide, Inc. and chairman of the NCA resolutions committee. Such resolutions stated the NCA's position on such major problems of the industry as the Walsh-Healey Act, Anti-trust laws, tax situation, cocoa research, government-business relations, sugar, price control, foreign commerce, basing points.

Tribute To Pioneers

During the luncheon period on Tuesday, tribute was paid to the early candy makers, and an exhibit had been arranged of old timer equipment, including such items as the first kettle used by Ferdinand Bunte in 1876 when Bunte Brothers was founded. An interesting side light was the presentation of the original painting for the March 25, 1950 cover of the Saturday Evening Post to the Association. The painting showed a row of chocolate Easter Rabbits on the assembly line, and reflected, as the Post representative stated, the candy industry. "Candy," he commented, "is an important part of the American life". Mr. Gott accepted the painting for the association.

Speaker for the occasion was J. C. Penney from the company of the same name, who declared he was optimistic concerning employer-employee relations, saying "during almost fifty years of business experience, I have witnessed vast changes for better here. We are going forward in the right direction, and I observe no signs of retreat." He asserted that "the most valuable, most durable asset any company can have is men."

No Depression Seen

Sumner H. Slichter, of Harvard University, was guest speaker for the luncheon on Wednesday noon, when Neal V. Diller, executive vice president of Nutrine Candy Co., presided. Mr. Slichter predicted that if gains in employment increase with resulting expenditures, the present boom may last another nine months or a year. He, however, is of the opinion there will be a mild contraction either the last of this year or next, but if it begins then it should not be sharp nor long. It is necessary to build up for a long time to a sharp depression. He cautioned business men against building up inventory and felt that consumer indebtedness and credit should be tightened by imposing stiff down payments and limited terms.

In executive sessions following the close of the convention, Harry R. Chapman and Theodore Stempel were appointed vice presidents of NCA for the coming year. Victor Gies was added to the board of directors as a new member. Mr. Gott was re-appointed as president.

● **Emil J. Gutsell**, vice president of E. J. Brach & Sons, is retiring June 1, from the company after working for them since 1917. In 1926, Mr. Gutsell became a member of the executive committee of the company and in 1928, was appointed vice president. Prior to joining Brachs, he was one of the organizers of the L. P. Larson Co., manufacturers of chewing gum and mints.

● **Bill Larsen**, production superintendent of F & F Laboratories, is leaving by plane for Europe, June 24, for a 30 day vacation. Mr. Larsen has been with the company since 1945. Prior to this he worked 18 years for Life Savers in production and sales.

● **Mrs. Snyder's Home Made Candies** plans to double their manufacturing facilities in Chicago this summer. The company plans to move to a new 60,000 square foot kitchen and office building one story high. The building was built at a cost of \$500,000. This will be double the present building in use. At present, the firm employs 200 in its kitchens and operates 17 retail stores in Chicago.

AACT discusses chocolate standards



Lloyd Latten, of the Schutter Candy Division of Universal Match Corp., was elected president of the American Association of Candy Technologists without a dissenting vote. The election was held at the second annual meeting of the association at the Waldorf-Astoria in June.

At the second annual meeting of the American Association of Candy Technologists held at the Waldorf-Astoria in New York on June 6, G. Lloyd Latten, Schutter Candy Division of Universal Match Corp., was unanimously elected president. Lester Betts of Imperial Candy Co. was named first vice president and Charles Carilli of Edgar P. Lewis & Sons, Inc., second vice president.

In order to establish a continuity to the organization, the former president, Simon O. Schnitzer of Leaf Brands, Inc., became chairman of the board of directors, with the vice presidents, not re-elected, serving with him.

Velt Stafford of St. Louis and R. G. Haley of Brown & Haley, thus became members of the board, retiring respectively as first and second vice presidents. Two additional board members were elected from the floor, namely, C. R. Kroekel, president of Kroekel-Oettinger, Inc., and Edward W. Meeker of American Sugar Refining Co.

Committee Re-appointed

All committee members were re-appointed to serve as previously, and a placement committee named consisting of Dr. A. B. Cramer, chief chemist of F. & F. Laboratories, Inc., Mr. Betts, and James A. King, vice president of the Nulomoline Co.

Hans F. Dresel of Felton Chemical Co., Inc., is secretary of the association. Mr. Dresel told of the association's activities, and the success he is having with wire recorded lectures. At the time of the meeting, AACT had 265 paid members, with 25 new memberships written within the last two months. Quoting Mr. Dresel, "the organization carries momentum".

Discussion concerned standardization of chocolate, described by Norman Kempf, director—research for Walter Baker Chocolate Cocoa. Tresper Clarke, chief chemist of Rockwood and Co., recently returned from Europe, says the standardization is being considered in Europe and will be brought up at the cocoa and chocolate meeting to be held in Lausanne, Switzerland, in September. A resolution was passed to present the standard set up by AACT to the National Confectioners Association for acceptance.

THE MANUFACTURING CONFECTIONER will restart its popular feature, the Foreman's Notebook, in the October issue of the magazine. Plant foremen and small shop candy makers are welcomed to turn in short suggestions to this column.

These items can cover anything to do with the improvement in processing of candy, gadgets to make work easier, or any other idea that foremen might have run into to make their work easier and more efficient. Names will be withheld if requested.

nutrition charts seen

At a luncheon for food editors, given at the conclusion of the National Confectioners Association's 67th annual convention at the Waldorf, June 8, Dr. Katheryn E. Langwill, professor at Drexel Institute of Technology, demonstrated on a series of bar charts the nutrition values contained in the various materials which go into the production of candy.

Listing calories, protein, calcium, iron, vitamin A, thiamine, riboflavin, and niacin, she showed how much of the day's requirement of each was found in a hundred grams of a candy ingredient. For instance, 100 grams of sugar contains 13 per cent of the day's requirement of calories; 100 grams of molasses 56 per cent of the day's needs in iron. Dry whole milk furnishes 95 per cent of calcium requirements, as well as much riboflavin.

'Increase Nutrition'

One of the products relatively new to the confection industry is dry skim milk, and Dr. Langwill reports it is finding a place by increasing the nutritive value of candy. 100 grams of butter contains 24 per cent of the day's requirements in calories, 66 per cent of vitamin A. Apricots contain some of all the named elements, with the heaviest percentage in Vitamin A. Walnuts contain all, with thiamine heaviest, and pecans, also, possessed all substances with 28 percent in calories and 48 per cent of thiamine.

Peanuts contain 38 per cent proteins and more than the day's needs of niacin. Almonds add much of all except vitamin A, which is missing from its composition.

Dried brewers yeast, a new ingredient for candies, has a tremendous nutritive value, Dr. Langwill stated. It has a heavy content of protein, and a hundred grams furnishes one and a half times the full requirement on iron, six times amount of thiamine, three times of riboflavin, double the necessary amount of niacin.

At the conclusion of her demonstration, the NCA presented Dr. Langwill with a basket containing foods and fruits from which candy is made.

• **James O. Welch Co.:** Robert C. Daugherty and Clarence Flint of the James O. Welch Co. were recently promoted in the sales organization, according to James O. Welch, president. Mr. Flint becomes sales manager and Mr. Daugherty his assistant.

• **The R. M. Palmer Co.** recently moved to a modern building in Reading, Penna. The new building represents larger facilities with 28,000 feet of floor space. Their new address is 236 Locust St., Reading, Penna.

report on IFT meeting

THE Institute of Food Technologists convened Sunday, May 21, at the Edgewater Beach Hotel, Chicago for their tenth annual conference. The conference exceeded by 200 any previous meeting of the Institute whose membership now numbers approximately 3000, nearly 10 per cent up from a year ago.

President Carl R. Fellers of the University of Massachusetts, Amherst, opened the Tuesday morning session, May 22, with an address giving the past, present, and future of food technologists and covering the advance of the profession, particularly in the field of teaching.

Other speakers in the opening session were: Charles L. Smith, chairman of the Local Arrangements Committee, who gave greetings from the Chicago section of the IFT.

The Hon. Martin H. Kennelly, mayor of Chicago, gave a welcome address to the members and friends of the Institute.

And then the sessions of general interest opened.

Ernest H. Volwiler, president of Abbot Laboratories and president of the American Chemical Society, spoke on "The Relationships and Similarities of the Pharmaceutical and Food Industries."

Dr. Volwiler joined the two fields by pointing out the interests both have in public health. Another similarity he showed was the increasing use of chemicals in the food industry and the unending research that food firms are engaging in.

New Diabetic Sweetener

He also told of a new drug his company was developing, a sweetening agent for diabetics. He said that his company is working to make this agent useable in cooking. And since it has no unpleasant after-taste nor any calorific value, he believes that the agent will be of interest to restrictive diet patients.

"Money and Credit in the Changing World" was the next topic of the general session and was given by Guy E. Reed, executive vice president of Harris Trust and Savings Bank, Chicago.

Henry T. Heald, president of the Illinois Institute of Technology, then dealt with "Modern Trends in Technological Education."

The final speaker of the morning was Samuel C. Prescott, founder and past president of the IFT and president emeritus and former head of the Department of Food Technology at Massachusetts Institute of Technology. He gave a brief sketch on the origin and growth of the IFT.

Monday noon, the Babcock Award Luncheon was held in the Marine Dining Room of the Edgewater Beach Hotel with Dr. Paul F. Sharp, president elect of the IFT, presiding.

E. B. Hart of the University of Wisconsin gave the luncheon address on Stephen Babcock.

The Stephen M. Babcock award, \$1,000 given annually by the Nutrition Foundation, Inc., was then presented to Dr. Carl R. Fellers for outstanding contributions to food technology.

Dr. Fellers made his speech of acceptance.

The specialized sessions of the conferences opened Monday afternoon and continued through Thursday morning.

Confectionery Sessions Wednesday

The confectionery sessions were held Wednesday morn-

ing with E. Meeker of the American Sugar Refining Co. speaking on "Confectionery Sweeteners."

The composition and physical and chemical properties of the major types of sweetening ingredients were treated during the talk. Major emphasis was made on the confectioner having an understanding of the functions of these ingredients and how they act in manufacture. Mr. Meeker suggested that each plant should fortify itself with technical skill and use the suppliers and government agencies for additional know how.

The second talk of the confectionery sessions was by Justin J. Alikonis of the Paul F. Beich Co., Bloomington, Ill. He spoke on "Problems in Chocolate Liquor Production."

Mr. Alikonis opened his talk with a definition of terms. He referred to Cacao (Kah-Kay'-Oh) as the raw product taken from the tree. Cocoa was the product after refining or the powder.

His major emphasis was more control being desired over the fermentation of the beans whereas much of the fermentation is now done in primitive native fashion.

Illustrated slides showed methods of refining the beans which had proved more satisfactory than methods now generally in vogue.

During the question period that followed, Mr. Alikonis said that he favored continuous roasting since he felt that it gave better flavor. He also reported that conching, as to method and time, seemed to be a matter of opinion.

One question asked was why a chocolate plant could be smelled miles away. Mr. Alikonis said that some of this was flavor being lost.

In commenting on the differences between the American systems and European systems of roasting, the speaker said that roasting was done longer and at lower temperatures in Europe, particularly for milk chocolate. He said that temperatures of roasting in the United States were higher, but the main difference was that the Americans did not heat-treat after the roasting as Europeans did.

Chocolate Bloom Discussed

One of the biggest problems to users of chocolate was brought up and discussed by Harry A. Neville, director of the Institute of Research, Lehigh University.

Mr. Neville divided his talk between the two types of bloom—i.e., sugar and fat.

The cause of sugar bloom is more well known and simple precautions will eliminate this unsightliness, reported M. Neville. But the fat bloom presents more of a problem. He told of the research conducted by Lehigh in ascertaining the causes of the fat bloom. From this research, tempering has been deduced as the most effective preventative. This and subsequent proper storage are the methods best feasible in the control.

A few thoughts for gelatin salesmen were cast by large, affable T. J. Otterbach of the Corn Products Sales Co. The subject of his talk was "Trouble Shooting in the Marshmallow Field," and on the challenge of an anonymous letter writer, it was strictly off the cuff.

Taking the gelatin salesmen to task, Mr. Otterbach said that their sales pitch seldom goes beyond that of the bloom of the gelatin. As for Mr. Otterbach, he is more concerned with (1) how clean is it? (2) how

does it beat up? (3) and how long does it take to set? and, of course, the bloom.

He also dealt with the history of the marshmallow, a rather clumsy former employer, and some of the new machinery for marshmallows.

Hard candy was the next topic of the morning session as A. V. Cramer of the F&F laboratories of Chicago spoke on "Some Problems in the Manufacture of Hard Candy."

"For obvious reasons," said Mr. Cramer, "flavor and flavor response are not major considerations." But of major consideration to Mr. Cramer were the shelf-life of the product; a smooth even surface in the process of dissolving; a slow even rate of dissolving, particularly when a medication becomes the purpose of the lozenge.

The aesthetic was taken to account by Mr. Cramer as he noted that the buying public associates clarity with purity and quality. Texture and the preservice of it during the "mouth life" of the lozenge was another thing to be attained.

Taking these considerations as a departure, Mr. Cramer sketched how these desirable qualities in hard candy are achieved.

The final talk of the morning session produced Helen M. Robinson, of the Southern Regional Research Laboratories, speaking on "A Study of the Stabilization of Fats Incorporated in Candy."

This talk dealt with the use of antioxidants in the candy industry as dealing with fats used in manufacture.

Also of interest to the confectionery trade was a talk on "Improved Food Products Using Dried Inactive Brewers' Yeast," as presented by Elmer F. Glabe and Pauline F. Goldman of Food Technology, Inc.

They told of the studies in the use of yeast in food products. They pointed out that yeast has desirable qual-

ities in emphasizing flavor, bettering texture, and producing better keeping qualities.

It was also noted that there was an increased yield where the yeast was used.

Conferences were held on all subjects during the meetings, adjourning finally on Thursday.

During the conference, new officers were elected for the coming year. The president of the IFT for 1950-51 is to be Dr. Paul F. Fisher, director of the experimental station at the University of California, Berkeley, Calif.

Frey New President

President-elect is Charles N. Frey, director of research, Standard Brands.

The treasurer is to be Dr. Phillip A. Bates, president of Cabot Chemical Co., Los Angeles.

Col. Charles S. Lawrence was re-elected as executive secretary.

The five new councilors to serve a term of two years are: Dr. R. Adams Dutsher, Pennsylvania State College; Dr. Emil Mrak, University of California; Dr. Carl S. Pederson, New York State Experimental Station; Dr. George F. Stewart, Iowa State College; and Dr. Henry R. Kraybill, AMI.

It was with pleasure that the IFT announced the granting of the Nicholas Appert medal for outstanding achievement in food technology to Thomas M. Rector, vice president in charge of research and development for General Foods. It was with regret that they noted his passing on March 31, 1950. The award was granted posthumously.

Two decisions made during the conference were to have the conference in New York in 1951 starting June 17, and the taking over the publication known as *Food Research*, formerly privately published.

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for sixty years

NUTRL-JEL

for preserves, jams,
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for jellied candies

Powdered *Apple* Pectin for CONFECTIONERS

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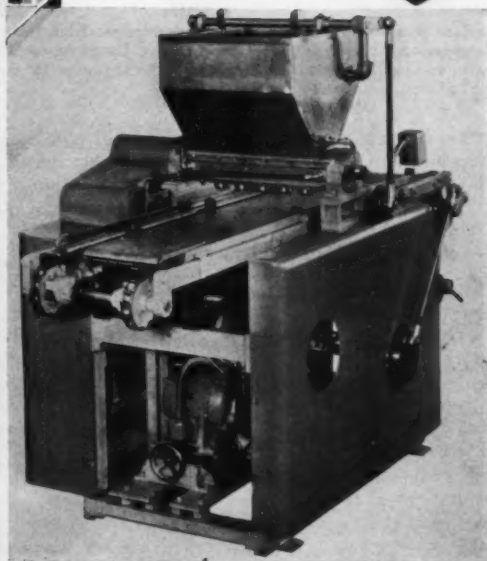


Candy Equipment

PREVIEW



THIS SECTION APPEARS QUARTERLY IN THE MANUFACTURING CONFECTIONER



Two sizes 16" Junior and 32" Senior

THE RACINE DEPOSITOR

for COCOANUT KISSES and COCOANUT BARS

Make Them Easily • Perfectly • Economically

Can deposit with exacting weights and high production most kinds of Coconut Candies. Larger percentage of long or short shredded coconut can be used as the Racine Depositor operates without pumps, the depositing being done by means of oscillating shafts which cut off coconut shreds.

It costs you nothing to get full details and further particulars. **INQUIRE TODAY.**

This Racine Depositor is perfect, too, for bars and cakes, chocolates, or creams, with or without chopped nuts or fruits, etc.; chocolate stars, kisses, wafers, nonpareils, small or midget bits, as well as marshmallows, gums, etc. Deposits can be made in all types of molds, in paper cups, or direct on trays, plaques, polished steel, or rubber sheets.

Canadian Office and Factory: Toronto, Can.

VACUUM CANDY MACHINERY COMPANY
and Racine Confectioners' Machinery Co.

15 PARK ROW, NEW YORK 7, N. Y.

FACTORIES: HARRISON, N. J.; RACINE, WIS.

Mars, Inc. streamlines refrigeration, air conditioning with modern equipment

**Bruce A. Gordon Co.
Retained as
Consultants**

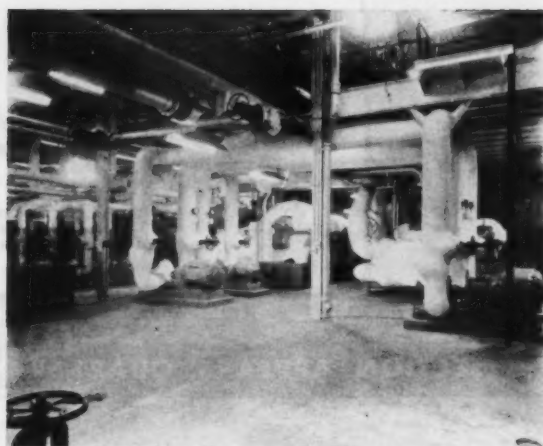
by **J. E. SALMON**
Carrier Corporation

DURING the war years, Mars, Inc., Chicago, Illinois, world's largest manufacturer of exclusively bar candy, began a planned program of plant modernization and expansion. The first concrete step in this program consisted of the retention of the Bruce A. Gordon Company as Consulting Engineers.

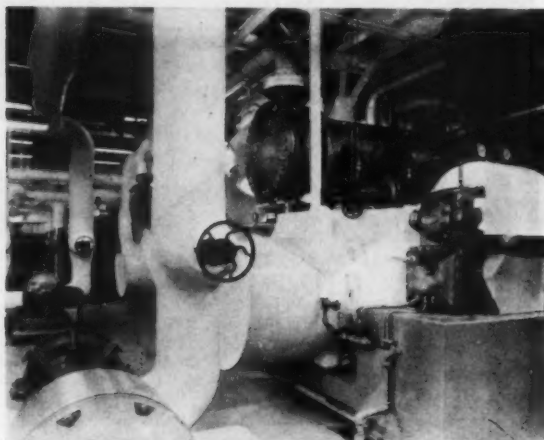
Of this organization, Mr. L. Grimmeison took charge of the co-ordination and complete project program. Their planning was set up on the basis of improved plant operation, greater safety and better working conditions and comprised a wide variety of projects, including such things as more economical production, plant, office and cafeteria modernization, new shipping and receiving docks, better sanitary and locker room facilities, together with more ideal working conditions for employees. Included as a very sizeable part of this modernization program was the complete rehabilitation of their refrigeration system.

Up to this time, the refrigeration plant consisted of an installation of old style reciprocating, ammonia compressors. These either operated directly on the various candy plant process refrigeration requirements, including storage facilities, or supplied chilled water which was circulated to office and plant air conditioning systems.

It was recognized at this time that the ammonia refrigeration constituted a very definite hazard and further that the extension of this system to include the planned



General view of the compressor room. Compressors, reading from right to left are 300 ton low temperature machine, 200 ton low temperature machine, and 350 ton high level refrigeration machine. On platform to right is the small pump-out compressor. Pumps in the foreground are low temperature brine pumps.



Compressor end of the 300 ton, low temperature machine showing the compressor, condenser, and brine chiller. Large automatic valve between condenser and brine chiller is the regulator for the automatic suction damper.

refrigeration for plant expansion would involve a complete relocation of refrigeration compressor equipment. In addition to this, it was also realized that more modern and efficient types of refrigeration equipment were available.

First Machine Installed

The first step in the revamping of the refrigeration plant consisted of the installation of a Carrier 300 HP centrifugal refrigeration machine using Carrene No. 2 as the refrigerant. This machine was used basically to chill water for use in the air conditioning systems serving administration offices and part of the factory. The first machine was driven by a variable speed slip ring type motor in order to secure a wide variation in capacity.

It was installed early in 1946 and was followed by the installation of two more centrifugal refrigeration machines, each driven by a 350 HP synchronous motor. All machines were connected in parallel, and the air conditioning of all departments, including packing rooms, enrober rooms, candy kitchen, etc., was then added to the new refrigeration plant.

Selection of a synchronous motor on the latter two machines was guided by the fact that the power factor correction resulting from their use led to favorable power

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rates and thus reduced operation cost.

In addition to this, since the original machine had a wide variation in capacity due to its variable speed drive, the two latter machines were considered essential as base load machines and the variations in load were handled by the original machine.

Use of Ammonia Ends

The installation of these last two units replaced nearly all of the then-existing ammonia reciprocating-type equipment.

However, there were a number of relatively low temperature spaces, including those for egg storage and enrober cooling tunnels, which had to be operated at levels below the chilled water temperature required in the air conditioning systems.

In order to handle this, reciprocating compressors were utilized, operating on F-12 refrigerant.

This then effected the complete replacement of the hazardous refrigerant, ammonia, with a safe refrigerant, F-12 and removed all refrigerant hazard from the plant.

At the time the first centrifugal machines were installed, Mars, Inc., began experimentation on new methods of candy cooling, using lower temperatures than had been previously considered economic in the candy industry.

Under the direction of Mr. Grimmeison, a pilot plant was set up and tested. The results with regard to improved production and lowered labor cost were sufficient to indicate that their theories were correct.

Thus, in 1948, a further Carrier centrifugal refrigeration machine was added. Driven by a 500 HP motor this was used for cooling calcium chloride brine for circulation to the new process equipments. This machine, like the previous three, operated on Carrene No. 2 refrigerant.

Plan Two More Machines

Shortly after the machine had been placed in operation, the results obtained on the new process were found to exceed those anticipated from the pilot plant operation and as a result, early in 1949, a fifth centrifugal refrigeration machine was added. This was driven by a 800 HP motor and was placed in parallel on the brine side with the 500 HP machine. However, unlike that machine, the latter operates on F-12 refrigerant. Present planning calls for the addition of one or possibly two more machines

ABOUT THE AUTHOR:



J. E. Salmon graduated from the University of Michigan with a B. S. in mechanical engineering in 1934. He joined the Carrier Corp. in 1935 as a design engineer on industrial air conditioning systems. Since 1944 he has been sales engineer

in the design of air conditioning and refrigeration equipment with comfort and industrial applications to candy plants, gum manufacturers, printing plants, etc.

Mr. Salmon tells here of the refrigeration problems of Mars, Inc. and how they were solved.

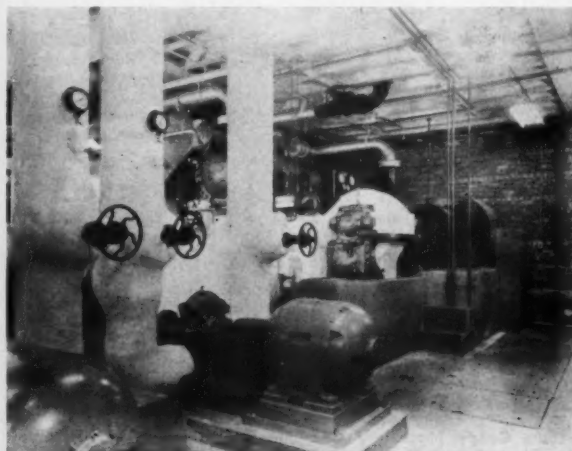
which are expected to be of the same size and type as the one most recently installed.

The result of this long-range planning by this progressive company with competent engineering guidance is a highly efficient, completely safe refrigeration plant which is flexible and which is showing very low operating and maintenance costs. Mr. Grimmeison reported that his own and the owners experience with the new equipment "has been highly satisfactory."

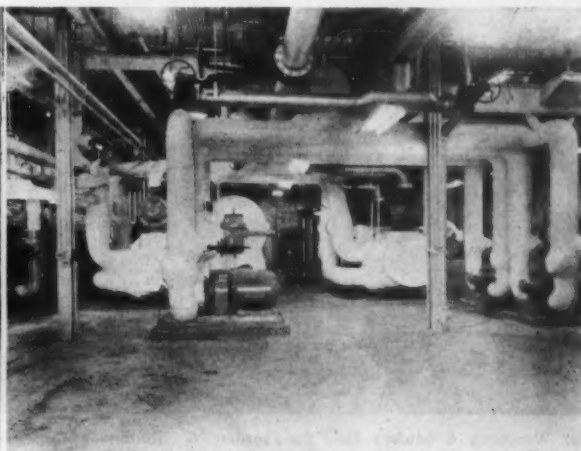
- One of the biggest trade fairs of its kind will open in Chicago August 7 and continue through the 20th occupying four of Chicago's largest exhibit halls as the First U. S. International Fair will feature much of the world's merchandise.

The Navy Pier, the International Amphitheatre, the Coliseum, and the Arena are to be used for the exhibitors that include most countries of the world.

Only a partial list of exhibitors and their products was available at this writing, but there were 14 confectioners listed at this time with many countries having not yet announced their exhibit.



Three-hundred ton temperature Carrier Centrifugal Refrigeration machine showing compressor, speed increasing gear, and 800 HP synchronous motor. Also visible is the shell and tube condenser on which is mounted the machine control panelboard.



Two low temperature Carrier Centrifugal Refrigeration machines. The one on the left operates on F-11 refrigerant with a 500 HP motor and is rated at 200 tons. The machine on the right operates on F-12 refrigerant and is driven by a 800 HP motor and is rated at 300 tons. Pumps in the foreground are low temperature brine pumps.

largest machinery exhibit since war seen by confectioners at Grand Central Palace

*Europeans show interesting developments
in candy machinery*

By CLARA BALDWIN

More heavy machinery was on display at the 24th annual confectionery industries exposition, held this year in Grand Central Palace, than has been shown since the war, and more European equipment was among that present.

Baker Perkins Ltd. and Bramley Machinery Corp., each, brought in a big refiner. The Baker Perkins machine was so heavy it had to be mounted on a special reinforcing platform. J. M. Lehmann Co., Inc. used a photographic blow-up of their machine as a backdrop, and offered a free ride over to the factory for interested customers.

J. W. Greer Co. and National Equipment Corp. set up complete chocolate coaters. Incidentally, National gilded a giant steel mogul to harmonize with the gold lettering in their name on the backwall. Credit goes to Joseph

Greenberg, president of the company, for creating such an attractive machinery display.

Overall, the show was one of the most attractive in wall decorations and lightings of any yet. And perhaps more important, this was a selling show. Much, if not all, the heavy equipment shipped into the Palace is being consigned direct to customers' plants, having sold on the hoof, as it were.

New York turned on the heat for the exposition, and especially Tuesday with the temperature soaring skyward, the most popular booth was that of Clinton Industries, Inc. where Snow Crop lemonade, along with Clinton corn syrups, was being dispensed in rapid fire order.

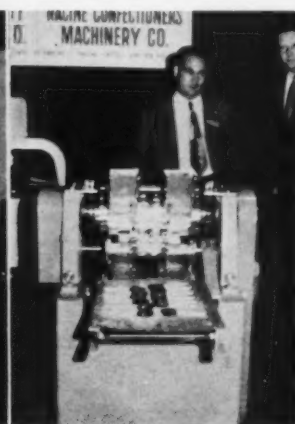
Across the way, the American Sugar Refining Co. had a large glass bowl filled with cube sugar. Prizes were offered each day for those who guessed closest to the



Miller Wrapping & Sealing Machinery Co. shows the new peelable holiday label automatically applied by the ten Corley Miller "MPS" wrapper.



Steinhardt & Nordlinger Co.: Left to right—R. H. Hardealy and Lorenz H. Hardealy of the R. H. Hardealy Co. and Dr. E. M. Hutter of S & N. Shown is the Hansella Machine.

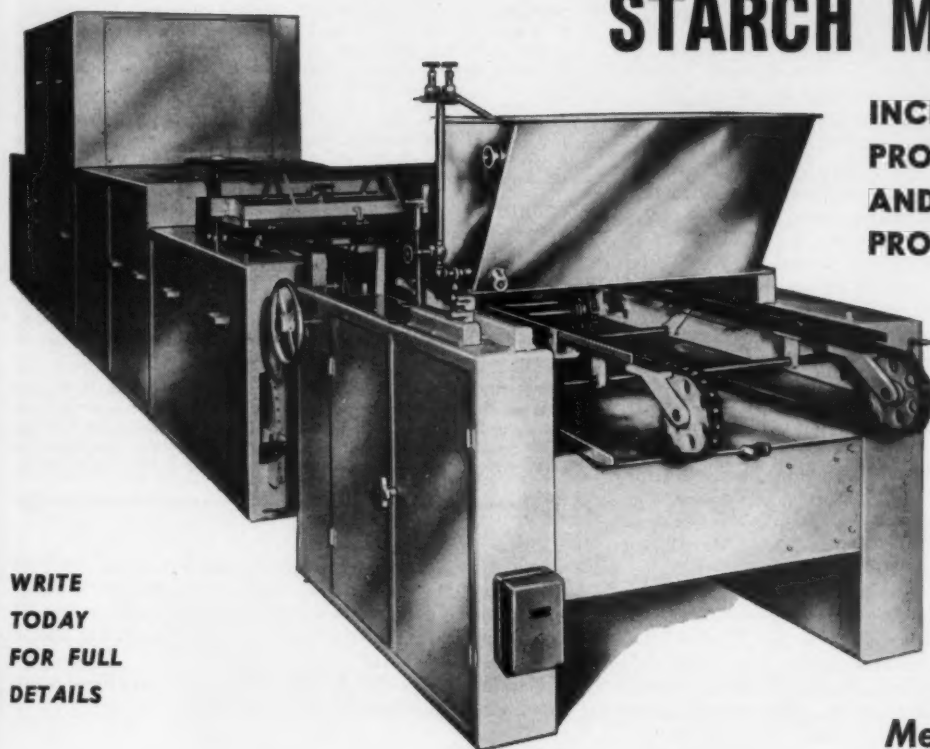


Vacuum Candy Machinery Co.: Pictured are Joseph Raffertio and the super duplex thinplax lolly-pop machine.



Standard Casing Co.: Pictured is Daniel Koss.

The New Improved BAUSMAN STARCH MACHINE



**INCREASES
PRODUCTION
AND
PROFITS**

**WRITE
TODAY
FOR FULL
DETAILS**

*Surpasses the
Expectations
of Candy
Manufacturers Every-
where as it
Successfully
Meets Every Test*

Years Ahead of Competition!

The Bausman Automatic Starch Machine embodies all the scientific advances for faster, smoother, more economical moulding. It is of heavy steel construction . . . made for heavy duty without sacrificing neatness and handsome appearance. It has an extra large starch reservoir and the hopper is of stainless steel with rounded corners for easy cleaning. Special attention has been given to sanitation, convenience and easy maintenance. Brush-lined sieve, located at side of machine, is easily and quickly removed. Enclosed gears, levers and bearings are easily accessible and together with sprockets, are of stock sizes.

1. Oil-sealed shafts keep oil out of starch and starch out of bearings.
2. Feed of trays to depositor is automatic and adjustable without stopping machine.
3. Depositor is extremely accurate.
4. Harmonic motion causes trays to move smoothly.
5. Speed is solely dependent upon nature of substance being moulded.
6. Trays are completely and uniformly filled at all speeds.
7. Starch may be diverted to dryer by reversing switch.
8. Centralized push-button control simplifies operator's duty and cuts time.
9. All parts synchronized for maximum efficiency and minimum vibration.
10. All shafting mounted on high quality ball bearings.
11. Mill River Pump Bars with neither grooves nor washers insure accurate pumping.

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NEW YORK—JOHN SHEFFMAN, 152 W. 42nd St.
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number of cubes. Winners on June 5 were Doris A. Fredrick of Orlando, Florida; R. J. Colby of Atlanta, Ga.; and G. Kasten of Flushing, L. I. June 6—Dr. Fred Pohhak of New York City; Victor Heide of Flushing, N. Y.; Fred Geotz of New York City; and Dorothy Galloway of Chambersburg, Pa. June 7—C. Clay of Wynnewood, Pa.; Marion Connolly of Bronx, N. Y., and B. Dalliet of New York City. June 8—Mrs. John F. Connor of New York City; D. W. Zuckerman of Brookline, Mass.; and Arthur C. Stern of South Orange, N. J.

Formulae of Interest

New formulas using new ingredients were attracting considerable interest, particularly some summer candies being introduced by T. H. Angermeier & Co., called Tropical Jells, making use of modified pectin, an Angermeier product, and creamed coconut which was being shown in Baker's coconut booth, Franklin Baker Division of General Foods Corp. That creamed coconut is dessicated pieces emulsified; an excellent summer coating or topping, and takes color well. Angermeier's reported good response to their new formulas, with some firms already including the jells in their lines, others ordering for experimental purposes.

A number of new formulas developed by James A. King of the Nulomoline Division of American Molasses Co. were being introduced, three in the Brazil Nut Association booth, namely Brazil Nut Truffle-Fudge, Brazil Nut Puffs, and Brazil Nut Zeph-Air.

Brewers Yeast Council, Inc. was represented, with information available on the use of brewers yeast, the ingredient Dr. Kathryn Langwill told the food editors added so much nutrition value to candy.

Packaging came in for much attention. DuPont's Cellophane Division's exhibit stressed the value of eye appeal for impulse buying, using a pictogram. Dobeckmun Co., creative packagers, used cellophane laminated to cellophane with wax adhesive to increase moisture protection for packaging mints.

On the subject of packaging, Lynch Corp. was demonstrating their wrap-o-matic machine by wrapping two cream filled cookies either on a boat, a card, or without either. That "without either" was an interesting angle since it made the package a showcase for the product inside.

Laminated Packing

Riegel Paper Corp. was showing foil wax laminated to glassine for gum wrappers and hot seal coated packaging for taffy which kept taffy from sticking to the wrapper by eliminating heat and moisture.

Jiffy Manufacturing Co. used jiffy bags inside cartons to protect candies in warm weather shipments, also serving as cushions against rough handlings. Folding cardboard cartons have been designed to fit around the envelope, an item attracting attention of the fancy package confectioners.

Speaking of fancy packages, I. D. Co. was exhibiting the three little series by arrangement with Simon and Schuster: the Three Bears, the Three Little Pigs, and Three Little Kittens.

C. E. Twombly Co. was introducing green candy cups for summer, a contrast to brown ones, while Crystal Tube Corp. was offering dresses for candy canes, a tube of cellophane which may be printed in festive designs for Christmas.

Peerless Confectionery Equipment Co. was exhibiting a universal chocolate wrapping machine with adjustable brushes, designed for speed.

A small scale model of a hard candy former machine was actually operating in the booth of Carle & Montanari.

TOP ROW (l-r)—American Sugar Refining Co. Pictured are: William Patterson of American Molasses and E. Meeker, Michael Murray, and Edward Stichnoth. E. I. DuPont de Nemours—Soy's one of the visitors. "How does it work?" T. C. Weygandt Co. Pictured is Max Kaderli.

SECOND ROW (l-r)—California Almond Growers. Pictured are C. Muller, Mr. and Mrs. Russel Stover, and Dale Morrison. Airline Foods Corp., Ira Brightnam, F. H. Mather, and Max Ams of the H. Baron Division. T. H. Angermeier & Co., Inc. Wilbur Angermeier and R. G. Gill of Wallace Co.

THIRD ROW (l-r)—The I. D. Co. Pictured are A. B. Katzman and J. C. Baur of Baur Products. Whitson Products Division. C. P. Glass. R. C. Owens, G. H. Stuart, and K. F. Rolph. Sterwin Chemical Co. Fred Scherer, Mr. Pollina of Biow Foods Co., and R. H. Lingott.

FOURTH ROW (l-r)—Jiffy Manufacturing Co. Pictured are Samuel Kums and Jack MacDonald. Nulomoline with James A. King.

FIFTH ROW (l-r)—White-Stokes. Pictured are E. G. Davison, Mrs. Prudence Allured of the MANUFACTURING CONFECTIONER, and E. R. Holmes of the White Stokes Co. Milprint Co.—Alex W. Paton of Brewster Ideal Chocolate, and R. H. Blitt, Gil Meester, and Cy Hart. Hooton Chocolate Co.—Pictured are Miss Flach and E. J. Neal.

SIXTH ROW (l-r)—Clinton Foods Inc. Pictured is John H. Search who made his booth popular one hot Tuesday with servings of Snowcrop lemonade. H. Kohnstamm & Co. The booth staff of the company. George Schmitt & Co., where William Campbell is engaged with two friends who were too busy to give their names.



Currie Manufacturing Co. has a candy cleaning machine which can be wheeled into position where work needs to be done. Vacuum Candy Machinery Co. had a new 12 inch depositor in which stainless steel was a big factor in the working parts.

Neptune Meter Co. showed a new type simplified automatic stop liquid meter.

Slides Used

American Maize Products Co. used slides reflected on a screen about 5 x 4 feet. The slides, magnified in color, changed automatically to depict how American Maize tailor makes products to fit the needs of a particular manufacturer in a particular locality. One of the interesting sidelights was a cocktail party given at the Waldorf by the American Maize officials and sales staff with all company representatives from the president down dressed alike, in summer formals.

Penick & Ford, Ltd. offered a comfortable resting place for their friends in the trade, and after touring the show, a resting place was exceedingly welcome before taking off for the multitude of other interesting exhibits!

The Aluminum Cooking Utensil Co. over at Booth 11 was showing how aluminum is handled and showed storage and processing equipment in aluminum for the candy industry.

Anheuser-Busch, Inc. had an interesting display of corn products for the visitors to the exposition while the Baywood Manufacturing Co. had an exhibit of their starch trays, dipping boards, wire bottom trays, follies, skids, hand trucks, and lift trucks.

The Burrell Belting Co. was showing belting splicing cement, splicing tape, and white neoprene sanitary aprons. In Booth 98, the California Fruit Growers Exchange were showing new panned goods with jelly centers along with Exchange citrus pectin, oil of orange, oil of lemon, and citric acid.

At the Fred S. Carver, Inc. booth an exhibit of Carver cocoa presses, Carver cocoa butter presses, and the Carver laboratory press were being shown. The Chocolate Spraying Co. was showing an electrically heated sizer, a cooling conveyor, a continuous dip pop machine, a revolving pan, and a chocolate decorator.



for





TOP ROW (l-r)—J. M. Lehmann Co., Inc. C. M. Hoffman with the new 651 CV Roll Chocolate Refiner; R. M. Dubin, Corp. Pictured is R. M. Dubin and Mrs. S. Dubin. Shown is the 12 inch coating machine; Union Confectionery Machinery Co. Pictured are A. Bowman of the Snavely Co. and Herman and Sidney Greenberg of Union.

SECOND ROW (l-r)—W. C. Smith & Sons. Pictured are Mr. and Mrs. N. Androzen and Mr. W. C. Smith, Jr. Also pictured is their nine inch coater; Savage Bros., Co. Pictured are N. W. Nielson of Breyer Ice Cream, J. W. Linden, R. J. Savage Jr., and Roy D. Tardiff. Machinery pictured is the Continuous Candy Cutter; Burrell Belting Co. Pictured are J. M. Moyer, Howard G. Aylesworth, Maurice H. Garber, and Carroll W. Aylesworth.

THIRD ROW (l-r)—Chocolate Spraying Co. Pictured is John Latini and the endless chain, plastic machine; Vacuum Candy Machinery Co. O. B. Elmer and Victor Mariano, Elmer Candy Co., and Claude Covert with the 12 inch depositor; Lynch Corp., pictured are Joan Hass, W. W. Doepel, O. Sandburg, and Francis H. Murphy.

TOP ROW SIDE (l-r)—National Equipment. Pictured are Joe Greenberg and Sidney Greenberg; J. W. Greer Co. The Multi-Tier model. Pictured are Paul G. Sandell of Miss Morris Candies, George Rearson, and F. H. Behn in the center.

SECOND ROW SIDE (l-r)—W. C. Smith & Son. Pictured are W. C. Smith, Jr., and John E. Lockton with their five inch coater; Aluminum Cooking Utensil Co., pictured are Samuel Gurewitz of the American Halvah Co. and James Forbes.

THIRD ROW SIDE (l-r)—J. W. Greer Co. Fancy packing machine; Mill River Tool Co. Pictured are the depositor bar, Mr. and Mrs. N. Androyan of the Eastern Candy Co., and A. L. Bausman.

FOURTH ROW SIDE (l-r)—Packaging Machinery Co. General view with Palmer Carton Former in the foreground; Robert E. Savage Co. Pictured is the chocolate tempering kettle with two position dripping table. It is being explained by Robert E. Savage to Lee Lockwood of Elmer Candy Co.

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The Hit of The Show

NEWLY DESIGNED and BUILT TO PAY FOR THEMSELVES

- With dollar savings in wages on every pound of candy you produce, through increased production with lower labor costs.
- With dollar savings in eliminating great losses in wages and production due to stoppages and breakdowns.
- With dollar savings in eliminating scrap.



Full Details and Quotations
Await Your Inquiry
•
Write Today or Wire Collect



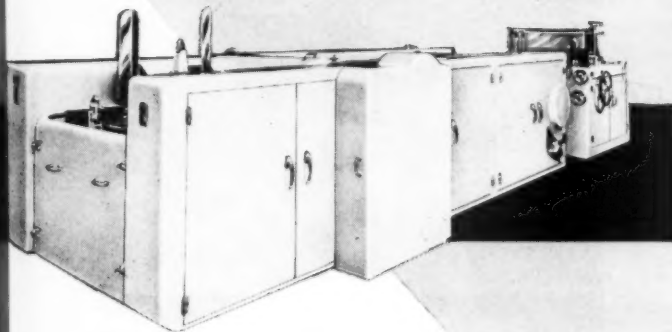
Costs You Nothing . . . Pay Out of Actual Savings

The dollars you invest in National Equipment start paying you back from the first 60 seconds of the machine's operation . . . that minute, when it will have effortlessly delivered a better quality merchandise at a greater rate of speed. The purchase terms are liberal. Under a most equitable arrangement, you can enjoy the satisfaction that comes with making your monthly payments out of monthly savings. And — as operat-

ing savings and production profits continue to mount through each month, you'll have your own figures to prove that National Equipment **COSTS YOU NOTHING.**

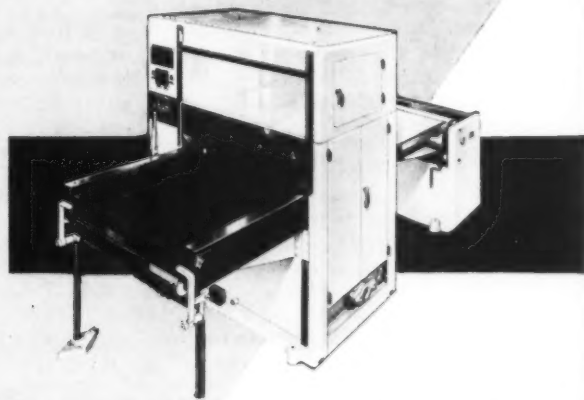
If you operate old machines, you are paying every day, by inefficiency and high labor and losses, for the cost of a new modern machine without enjoying its benefits.

**ORDERS PLACED NOW WILL BE FILLED IN
TIME TO MEET YOUR FALL REQUIREMENTS**



ALL-NEW ALL-STEEL HEAVY-DUTY NATIONAL MOGUL MODEL M-100

Precision built to the highest engineering standards. Operates at higher speeds, smoothly and with better quality moulding. Harmonic motion travel control device operates in oil and insures trays against jolting starts or sudden stops . . . keeps molds perfectly intact and eliminates scrap. Central greasing station maintains proper lubrication. Entire Mogul M-100 is as fine a machine as fifty years of experienced engineering and **TESTED AND PROVEN DEPENDABILITY** can make it!



New NATIONAL "Cleanlined" SANITARY HIGH GLOSS Enrober

Easy and immediate accessibility for cleaning. Precision-built wire belt Shaker is adjustable during operation to the minutest graduation. Adjustable blower nozzle is designed for air to flow in at any angle and at any velocity desired. Pumps and tempering column scrapers can be quickly and easily disassembled. Wire belt carrier rolls out easily and uncovers chocolate tank. Large size tempering column gives double capacity tempering surface. Variable speed drive controls flow of chocolate of various viscosities.

National

EQUIPMENT CORPORATION
153-157 CROSBY STREET, NEW YORK 12, N.Y.

TOP, SIDE (l-r)—John Werner & Sons booth. Chuck and Ted Werner.

SECOND, SIDE (l-r)—Miller Wrapping & Sealing Machinery Co. Bob Freeman demonstrating the new Corley-Miller Model MSP with automatic labeller and label imprinter.

THIRD, SIDE (l-r)—S. Carle & Montanari. John Carle and (with beard) Cesare Mascherin. A small scale model of the hard candy former is pictured. It actually operated.

FOURTH, SIDE (l-r)—Currie Manufacturing Co. Pictured are Phillip Wunderle III and D. W. Currie.

Coating Machine a Hit

The Currie Manufacturing Co. was showing automatic starch tray stackers, a loader, a caster, and dollies and trays. R. M. Dubin Corp. made a hit at their exhibit with a new and small coating machine plus candy machine, caramel cutters.

Filtrol Corp. of California was exhibiting their new packaging dehydrating agent, Dessicate 25 while R. E. Funsten Co. was exhibiting 17 selected sizes and grades of shelled pecans for all confectionery needs.

The Hayssen Manufacturing Co. exhibited a wrapping machine designed to overwrap candy in boxes and in trays of different shapes and sizes.

H. Kohnstamm & Co. exhibited their Atlas brand certified food colors and flavoring extracts while the Mill River Tool Co. showed their Bausman depositor with stainless steel tank. They also showed a pump bar.

The Miller Wrapping & Sealing Machine Co. was showing their wrapping machine, and Milprint, Inc., was showing various types of candy packaging materials such as glassine, foil, and cellophane bar wraps, cellophane bags, folding cartons, and lithograph display material.

The Oakes continuous automatic mixer for grain and white marshmallows was the exhibit at Booth 60 where the E. T. Oakes Co. was set up. The Package Machinery Co. showed the Hansella Model 73-B automatic feeder and sizer, a cutting, a wrapping machine, and a general purpose carton folding machine.

Ross & Rowe were exhibiting their R & R specialties such as Yelkin, lecithin, Placto milk products, and Fries flavors. Savage Bros. Co. had their Savage continuous cutter, their Model S-48 fire mixer, and their stainless marshmallow beater on hand.

Machinery Featured

Robert E. Savage Co. was showing starch trays, chocolate tempering tube, chocolate tempering mill, stainless steel dipping table, plastic hard candy equipment, and depositing and starch molding equipment. W. C. Smith & Sons, Inc., had on exhibit chocolate coaters, a chocolate melter, and a stainless steel cream beater.

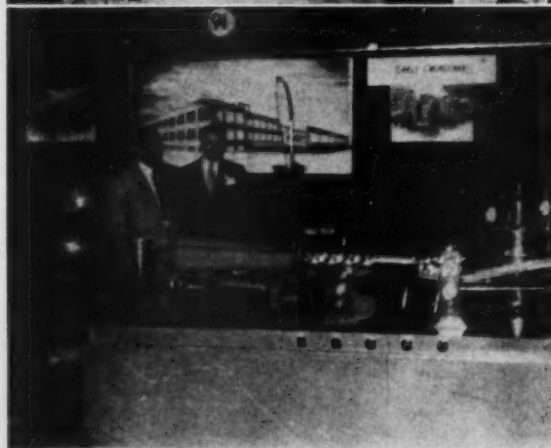
A. E. Staley Manufacturing Co. was showing corn derivatives such as confectioner's starch, corn syrups, and lecithin. The Sugar Information Co., displayed literature on scientific and technological aspects of sugar.

Union Sales Corp. was displaying products of corn while the Voss Belting Specialty Co. was displaying Hi-gloss and Hi-lustre chocolate cooling tunnel belts with a complete line of canvass specialties for the confectionery industry.

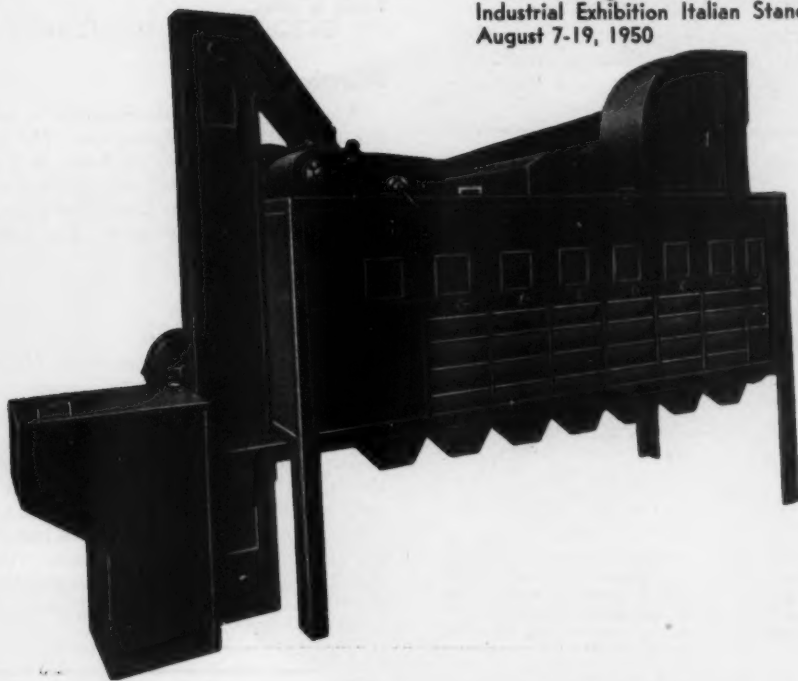
John Werner & Sons, Inc. was showing a Werner super-automatic seamless hard candy machine Model E and a Werner Snowflake cream beater.

There were many other interesting exhibits at the convention exposition which space will not allow to describe.

• **Fanny May** is in the process of adding another store to the already large chain of 70 stores. The new store will be on Randolph St. in Chicago.



We Welcome Your Visit
 at the Chicago First International
 Industrial Exhibition Italian Stand.
 August 7-19, 1950



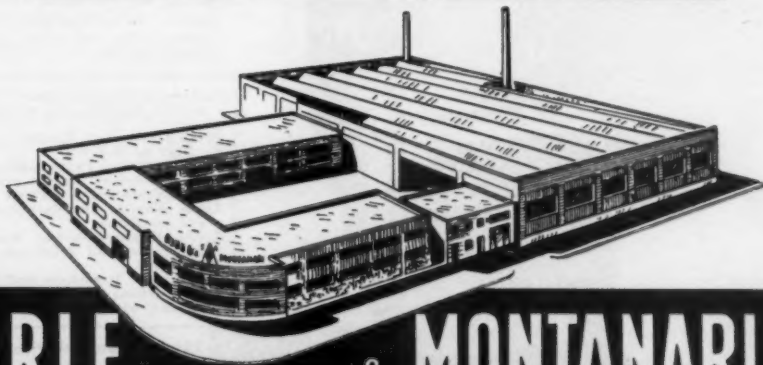
HUSKING & WINNOWING MACHINE ECM/7

Metallic construction

Hourly output 1000 lbs.

Nibs completely free from husks

Available for immediate delivery



S.A. CARLE

&

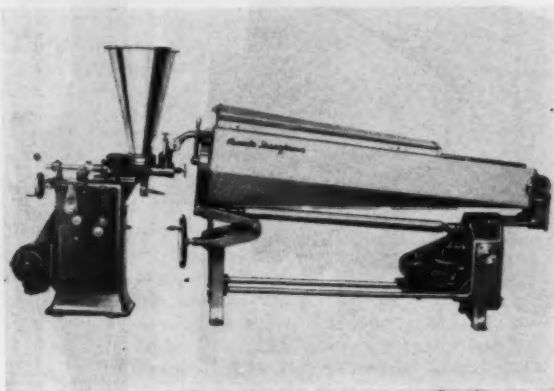
MONTANARI

MILANO - ITALY

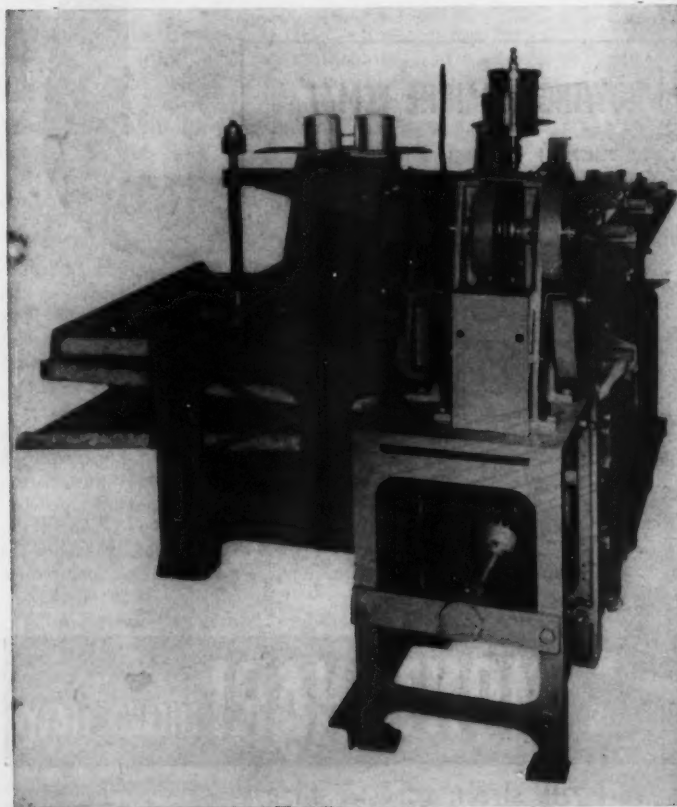
NEW YORK Office: 6 West 77th Street, SCHuyler 4-1305

What's New in Candy Equipment

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, 9 S. Clinton St., Chicago 6, Ill.



This type filled pump fills candy directly into the rope of sugar immediately prior to leaving the batch former. The result is that the center is surrounded by a uniform jacket of candy. The machine is recommended for semi-firm as well as liquid centers. The rate of filling is regulated by means of a scale. Code M7 A 50.



Flat-Flex Conveyor Belting

Flat-lying, flexible, and easy to lace, a heavy .072 stainless steel wire belt is now on the market. The belt is able to be bent around small diameter rolls, can be had in any width, and is easily guided and positively driven. The belt permits free flow of coatings, icings, liquids, or gases thru the meshes. Processes involving spraying, drying, cooling, washing, and coating can be handled. Code M7B50.

Polyethylene Sealer

A new heat sealing development is now being patented for the sealing of polyethylene. The principle is being used in a foot operated machine. It is purported to produce a perfectly welded seal without requiring exacting pressure application or heat dwell time. Sticking to sealing jaws has been eliminated. The jaws come in several sizes. Code M7D50.

Refrigerated Truck Body

A new type of refrigerated body for wholesale or retail delivery truck that refrigerates itself enroute utilizes for the first time a refrigerating unit installed under the hood and direct driven by truck motor.

The truck is especially good for confectioners since the company claims that it will be able to deliver chocolates at perfect temperatures thru the summer. The new refrigeration system, which can be installed in most makes of trucks, is completely automatic. The bodies will be distributed nationally thru automobile truck dealers. Production is under way and deliveries are being made. Code M7F50.

Model E Automatic Hard Candy Machine

For producing spherical and
Seamless shape hard candy

Balls • Kisses • Barrels • Olives

There are over 100 different shapes.
For clear or pulled goods.

For hard candies that are free of fins and
sharp or abrasive edges.

It makes hard candies that are smooth and
easy on the mouth.

One operator spins directly to the machine.
Capacity 3,000 to 10,000 pounds.

Our Model E incorporates all the develop-
ments of previous experience plus auto-
matic self-compensating clutch which
takes care of the variation in batch
temperature.

Peerless Fondant Coolers:

Werner Rapid Cooker & Cooler for syrups, blends
etc.

Peerless Chocolate Kettles

Fondant Re-Melters:

Marsh-Mallow Beaters, Single and Double Action
Duplex Fondant Beater and Cooler, open type
for Laboratory and retail use

Little Wonder Chocolate Kettles, for Laboratory
and retail use

Little Wonder Sucker Machine, operated, for
Laboratory and Retail use

Depositors:

Automatic Depositors and Printers

The Beardless Automatic Depositor, printer and
cleaner, without the use of starch trays

There is no Substitute for Experience

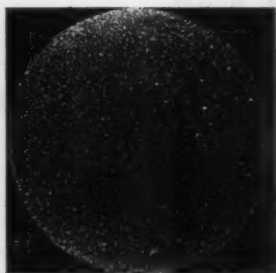
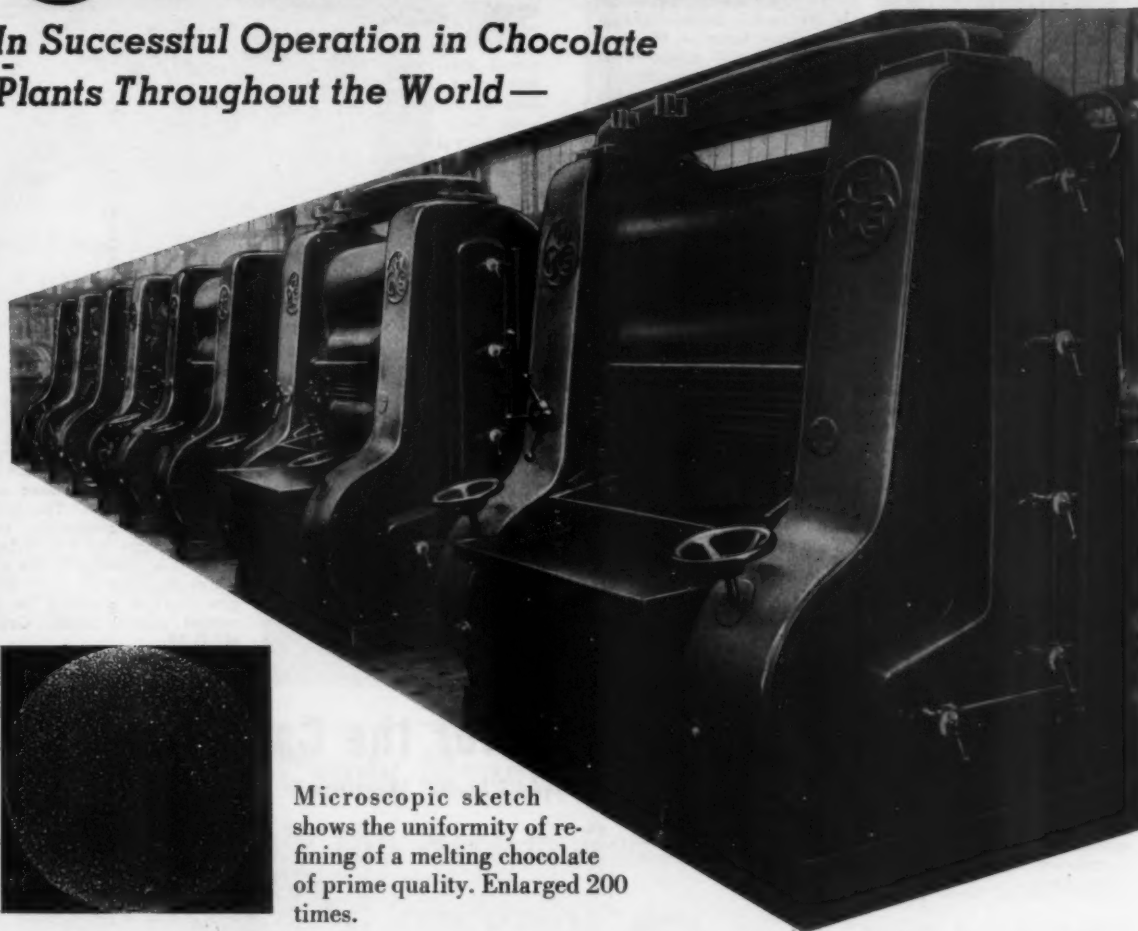
John Werner & Sons, Inc.

713-729 Lake Ave., ROCHESTER 13, N. Y.



5 ROLL REFINER H. M. S.

*In Successful Operation in Chocolate
Plants Throughout the World—*



Microscopic sketch
shows the uniformity of re-
fining of a melting chocolate
of prime quality. Enlarged 200
times.

Now Brought to You by an American Engineering And Manufacturing Firm With American "Knowhow"

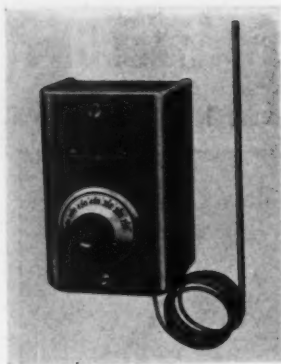
The world famous Chocolate Refiner, made by Heuze, Malinez & Simon at Auvélais, Belgium, is now brought to you by the "American" Bramley Machinery Corp., which has served the chocolate and confectionery industries of the United States for more than 25 years. This machine has been in successful operation in most of the great chocolate plants the world over, including 2 outstanding chocolate plants in the United States. More H.M.S. Refiners have been sold and are in operation since the war than any other machines of their kind. The H.M.S. Refiner produces a more even product, with utmost uniformity and assures maximum, uninterrupted output. Investigate. Prompt deliveries.

Exclusive Representatives in the United States and Canada



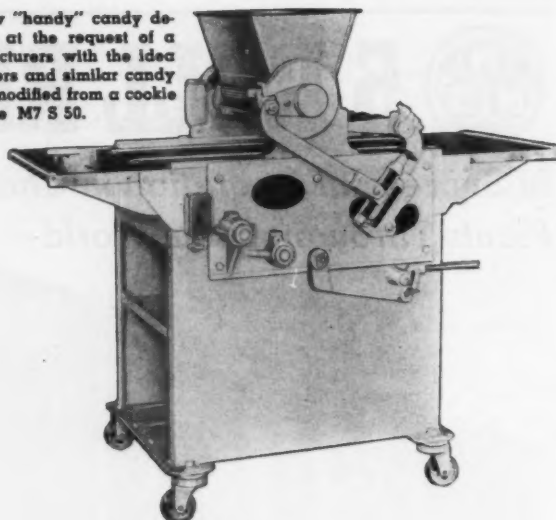
880 River Road

Edgewater, N. J.



Pictured at right is a new "handy" candy depositor. It was designed at the request of a number of candy manufacturers with the idea of using it for cream centers and similar candy items. The machine was modified from a cookie machine. Code M7 S 50.

This new electric thermostat is reported to have modifications that increase the versatility of the model over previous thermostats. It consists of an adjustable, double pole, snap action switch for various temperature settings. It is actuated by a bellows connected by capillary tube to a heat sensitive bulb. Temperatures between 300 and 700 can be maintained. Code M7 C 50.



Starch Trays

- At their best!
- At lowest prices!

Masonite and Solid Wood Tongue and Grooved Glued Bottoms
Nailed—Cement Coated Drive Screws—Lock Corner and Waterproof Glued Hard and Soft Woods

also: Dipping Boards—Starch Tray Dollies
Pan Room Trays—Wire Bottom Trays
Mould Boards

And All Other Affiliated Wood Products

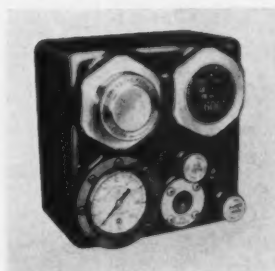
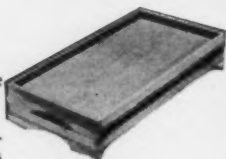
Ask for **FREE** Sample—and quotation

BAYWOOD MFG. CO., INC.

11-13 Sterling Pl.

Brooklyn 17, N.Y.

NE 8-9832

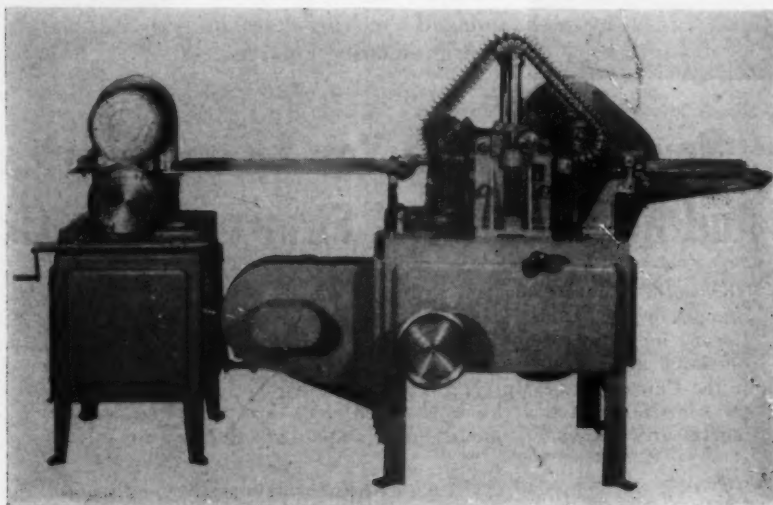


A substantially increased efficiency of an air regulator-filter-lubricator has been recently announced. The unit is compact measuring six inches square by 4 1/4 inches deep. It is installed in the air intake line from the main line and can be mounted on a central control panel. Code M7 G 50.

Finest Production Equipment for the Candy Industry

The **Latini** Chain Type Plastic Machine

- High speed plastic machine, capacity up to 1000 lbs. per hour.
- New type chain designed extra heavy, with all hardened and ground pins and bushings, guaranteed not to stretch.
- Completely equipped with "sealed for life" ball bearings and variable speed transmission.
- Sizer electrically heated and equipped with ball bearings and variable speed transmission.
- Single and assorted chains available. Chains also made for special dies.



REPRESENTATIVE

CHOCOLATE SPRAYING CO., INC., CHICAGO, ILL.

JOHN SHEFFMAN

152 W. 42nd Street

New York 18, N.Y.

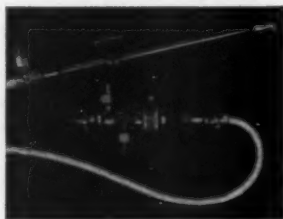


An automatic end dump for use with lift trucks is a new product now on the market. The dump features a simple dumping by an operating rocker geared to the track. It locks during loading by a safety latch. It can be used for lift or fork trucks and with casters. It is built of heavy plate steel reinforced with heavy angles. Code M7 L 50.

Slush Tanks

A new development now on the market are refrigeration tanks for the production and storage of slush prior to canning or use in other food industries. The tanks are available with both smooth and rippled inside walls, the latter of which allows flowing over a greater cooling surface. A semi-frozen state preserves the slush until it is to be used. Code M7O50.

Adaptable to the problem of cleaning fondant from machines is this high pressure jet cleaner recently put on the market. Code M7 P 50.



A new refrigerant gas condenser has been designed recently for use with Freon. Its applications are for air conditioning and industrial refrigerating. The condenser has a capacity in its series for five units from ten to 50 tons at 105 degrees F Freon condensing pressure and 74 degrees F atmospheric wet bulb temperature. The condenser saves 95 per cent of condensing water required by shell and tube condenser method. It replaces conventional condenser and cooling tower method. Code M7 N 50.

Doing two operations in one, this machine both attaches label and heat seals a bag. The labels at the top of the machine are held in position for feeding. The operator releases the label with a simple movement and the jaws of the machine close while the folding mechanism collates both bag and label in one operation. A half fold can be secured on a small tent type label and a double fold also. Code M7 R 50.



First among Candy Manufacturers who want only the *Best in Belts!*

Thank you, Mr. Candy Manufacturer

Your enthusiastic acceptance of BURRELL Plasticoat Cooling Tunnel Belting and Plaques has been most gratifying.

BURRELL engineers are constantly working to improve our products to give you the best in belts.

July will see the birth of another BURRELL Star on the horizon—

A Plasticoat Cooling Tunnel Belt of single texture construction having the tensile strength of a double texture cooling tunnel belt. This, added to our heavy duty cooling tunnel belts and our very thin, smooth surface Plasticoat Plaques, will enable us to supply you with the most complete line of cooling tunnel belting in the world.

If It's Belting, We Have It

BURRELL

BELTING CO.



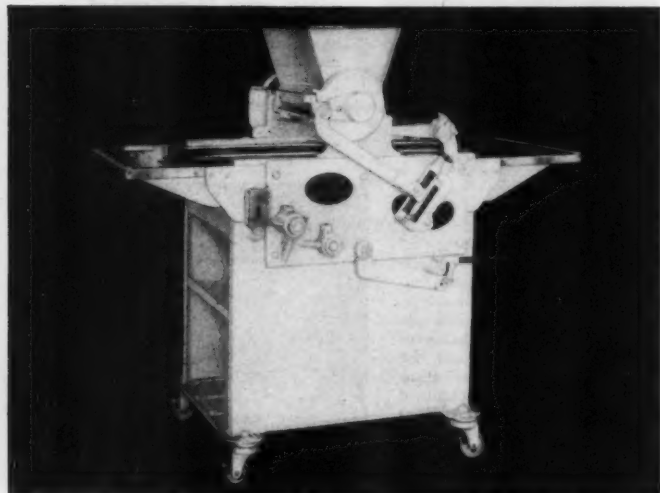
7501 NORTH ST. LOUIS AVE., SKOKIE, ILLINOIS

12 BURRELL STARS

- ★ Plasticoat Cooling Tunnel Belting and Plaques—Single Texture, Heavy Duty or Very Thin Thin-tex Plaques
- ★ Crack-less Glazed Enrober Belting
- ★ White Glazed Enrober Belting Double Texture—Single Texture; Double Coated; Thin-tex
- ★ Caramel Cutter Boards and Belts
- ★ Bottomer Belts (Endless—Treated and untreated)
- ★ Feed Belts (Endless—treated and Untreated)
- ★ Packing Table Belting (Treated and Untreated)
- ★ Innerwoven Conveyor Belting
- ★ Batch Roller Belts (Patented)
- ★ Wire Belting
- ★ Vee Belts
- ★ Hose (Air; Water; Steam; Oil; Creamery)

Ideal for your Plant...

THE TRIUMPH HANDY CANDY DEPOSITOR



Reasonably Priced Fully Automatic In Operation

The Triumph Handy Candy Depositor is specifically designed for efficient and economical depositing of cream center, bon bons, fondant and similar material. It doesn't compress the material. Creams remain light and fluffy just the way you want them.

Practically no plant is too small, none too large to justify the investment in a Triumph Handy Depositor, for this automatic power-driven machine sells for less than most hand-operated depositors.

The Triumph Handy Candy Depositor takes up only a small space, is easy to adjust, easy to clean and keep clean.

As a labor-saver it has no equal. You really can't afford not to install a Triumph Handy Candy Dropper.



THE
TRIUMPH
MANUFACTURING
COMPANY

CINCINNATI, OHIO



A new air return air cylinder was recently designed and is reported to be of revolutionary design. The cylinder is double acting and may be operated by use of a three way valve and still allow throttling to provide for control of work. Return stroke is 60 per cent efficient. Code M7 H 50.

Dust-Tight Spout

A new dust-tight swivel spout has been designed to eliminate routing of batches by dusty swivels or conveyor plows. Increased scale flexibility is reported obtainable by using the spout to "chute" pre-weighed discharges to different bins or stations, to deliver from a bin to several different scales, or to deliver pre-weighed discharges to two different delivery trucks. The spout is available with either manual or automatic controls. Code M7I50.



An alarm that plugs in and is used for a warning system on refrigeration and heating equipment is now being offered. The alarm is pre-set at the factory for the requirements of the user. It will plug into any wall or floor receptacle. Code M7 J 50.

Do You Want To Bet?

We will bet that if you compare the advantages of the Instant and Continuous Fondant Machine with any other Fondant making machine you will want one in preference to any other, or your present equipment.

We have prepared a special Folder showing all data measurements and performance facts that will allow you to study the advantages of the Instant and Continuous Fondant Machine.

No salesman will call or bother you. We want you to have this information without any obligation. Simply send us the enclosed coupon. You'll be glad you did.

CONFECTION MACHINE SALES CO.

37 W. Van Buren

Chicago 5, Ill.

NAME

ADDRESS

CITY

STATE

COOLING TUNNEL BELTS CRACKING UP TOO FAST?

Not if they're
VOSS Belts!

Too frequent Belt replacements are a big drain on operating profits. Get rid of constant headaches from this source by turning to VOSS Belting—Belting specially developed from the years of experience VOSS has had in helping solve specialized candy plant problems.

VOSS BELTS, such as those listed here, are made with special coating formulas, applied with carefully controlled techniques to Belting of exactly the right type, weave, texture and weight to assure superior performance and longer, trouble-free life. That's why VOSS Enrober Belting won't start to crack the minute you put it on the machine, but actually *resists* cracking, even under heavy-duty use.

Comparative performance records from plants throughout the industry tell the real story. Put VOSS Belts on *your* machines, and see for yourself what a difference it makes to your production!

ORDER FROM VOSS:

Endless Bottomer and Feed Belts—white Neoprene treated, or plain . . . Packing Table Belting—plain or treated with smooth white flexible coating . . . Caramel Cutter Boards . . . Batch Roller Belting . . . Wire Enrober Belting . . . Rubberized VOSSTEX Conveyor Belting . . . Corrugated Rubber Pulley Covering

A plastic-coated cooling tunnel Belt that's different—easy to splice, quick cleaning, puts extra-glossy, mirror-like bottoms on your chocolates.

A long-life crack-resistant Belt that's just right for bar goods—and heavy enough to use on packing tables or without carrier Belt. White or black.

HI-GLOSS Belts for bright, attractive bottoms—or single texture where desired. HI-GLOSS No. 1 gives best results in Hand Dipping.

Your quality candies deserve product identification. Clean, sharp embossing of your name or trademark is easy with HI-GLOSS Belts.

HI-GLOSS
NO. 3

HI-LUSTRE
Heavy Duty

for
PLAQUES

for
EMBOSSING

VOSS
BELTING & SPECIALTY CO.

5647

N. RAVENSWOOD AVE., CHICAGO 26, ILL.
EASTERN OFFICE: 118 E. 28th St., NEW YORK 16, N.Y.



FIRE MIXERS
CARAMEL CUTTERS
CREAM BEATERS
CHOCOLATE MELTERS
CANDY PULLERS

Look it up in the
DUBIN CATALOG!

HERE'S what the modern candy maker needs in the way of streamlined labor saving machinery. You'll find the Dubin Catalog chock full of equipment ideas for chocolate, fondant, mint, caramel, pulled goods and other candy making equipment. . . . All designed and built for today's need of cutting down operating costs and making finer quality confections.

Write today for the Dubin Catalog

R M DUBIN CORPORATION

2500 S. SAN PEDRO STREET • LOS ANGELES 11, CALIFORNIA

ECONOMY EQUIPMENT

For
CANDY and BISCUIT PLANTS



BELTURNS for conveying around a turn without bunching.

- LUSTR-KOOLD chocolate, skinning and sandwich cooling tunnels and conveyors.
- MISC. ITEMS: Packing Tables; Variable Drives; Stainless Steel Hot and Cold Slabs; Stainless Trucks, Pans and Racks.

Also Special Equipment Made to Your Requirements.

ECONOMY EQUIPMENT COMPANY

4800 S. Hoyne Ave. Chicago 9, Illinois

Insect control has been reported made more efficient with this spray which is designed for use in food processing plants. The company announces that the vapor and mist type control mechanism will make possible thorough insect control with convenience and economy. Code M7 E 50.



Stainless Steel Mill

A stainless steel processing mill which permits no contamination was announced to be on the market recently. The processing chamber and the moving parts of the machine are accessible for cleaning and rapid change over. The capacity of the mill is 8 to 20 gallons per hour depending on the viscosity of the material processed. The mill will deliver material from water-thin to heavy paste consistency. The diameter of the mill is 14 inches and the height including the filling funnel is three feet. Code M7K50.

Sugar Pulverizer

A sugar pulverizer is now on the market which is reported to deliver from 700 to 2500 pounds per hour, requires no skill to operate, and is compact and dustless in operation. Mixtures may be ground and blended to a homogeneous mixture smooth in texture. It uses an impact or swing type hammer. It has twin screws for feeding material directly to the face of the hammers. The screws are available in three diameters to handle free flowing powders to pieces up to three inches in size. Code M7M50.



ALUMINUM CANDY MOULDS

Cheapest, Most Practical and Economical Mould Made

CINNATI ALUMINUM MOULD CO.

1834 Dana Avenue • Cincinnati 7, Ohio

WITTENMEIER MACHINERY CO.

Designers and Fabricators of specialized equipment

- Cooling Tunnels engineered and built for customers products. One-three pass.
- Chocolate Tempering Tanks and Chocolate Agitating Tanks.
- Rotary Gum Sanders
- Starch Drying Rooms
- Air Conditioning Specialists — over 30 years experience.
- Engineering, Design and Contracting.

For full details on how we can serve you, write:

WITTENMEIER MACHINERY CO.

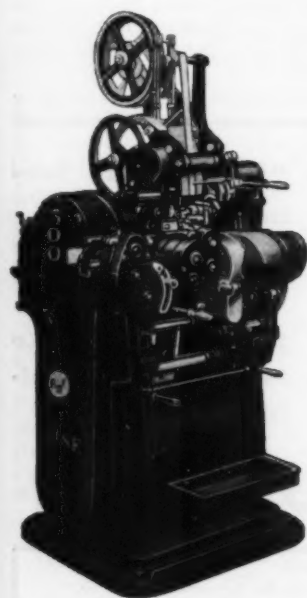
850 N. Spaulding Ave. Chicago, Ill.

INTERCHANGEABLE 3 WAYS

HIGH-SPEED CANDY WRAPPING FOR ECONOMICAL PRODUCTION

The AMF Rose F.W.T. Machine is interchangeable three ways! You can fold-wrap or twist-wrap . . . cylindrical or rectangular pieces . . . of varying size . . . all on the same machine! The economical, practical way to individually wrap and protect your candy is with well-built, versatile AMF Rose Machines.

**AMF ROSE CANDY MACHINES ARE PROFITABLY WRAPPING CANDY
IN PLANTS THROUGHOUT THE WORLD**



**AMF ROSE ALBION
FLYER**

Type (R.A.F. 500) Toffee Cut and Twist-Wrap Machine. Forms, cuts and twist-wraps cylindrical, rectangular or square pieces. Neatly twists both ends at speeds up to 500 pieces per minute.

OTHER AMF ROSE MACHINES

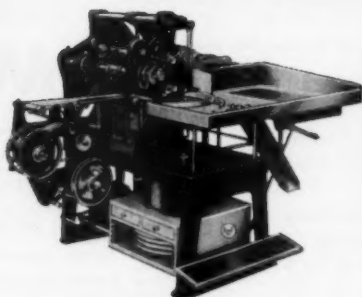
ROSE EAGLE—automatically forms, cuts, and fold-wraps caramels or other plastics. 500 pieces per minute.

ROSE TRIUMPH—automatically forms, cuts and twist-wraps fancy-centered rectangular or cylindrical-shaped pieces for hard candy, kisses, toffee and other plastics. 500 pieces per minute.

ROSE I.S.B.—fold or bunch wraps irregular-shaped preformed pieces. 130 pieces per minute.

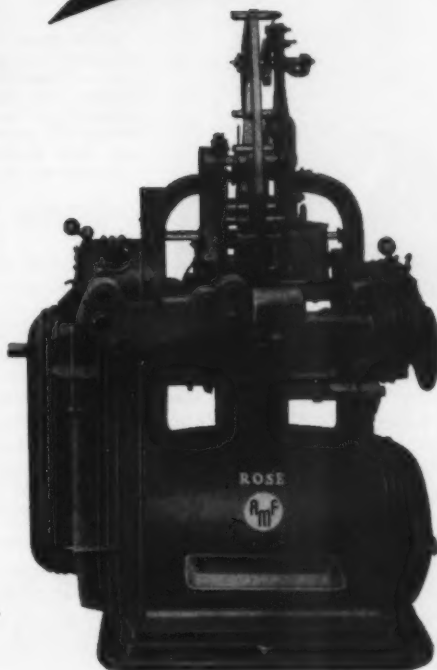
ROSE PREMIER—Twist-wraps preformed pieces of uniform size. 160 to 220 pieces per minute.

ROSE UNIQUE—Fold-wraps preformed pieces of uniform size. 100 to 160 pieces per minute.



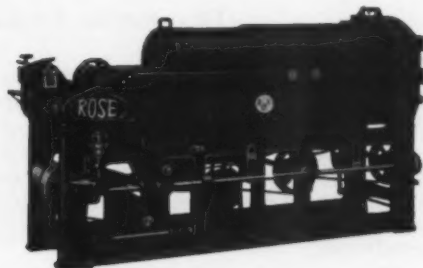
AMF ROSE I. S. T.

Twist-Wrap Machine for Irregular Shapes. Twist-wraps pieces at speeds up to 160 per minute, depending upon characteristics of candy piece.



**AMF ROSE F. W. T.
FOLD WRAP TWISTING MACHINE**

Automatically forms, cuts and twist-wraps or fold-wraps rectangular or cylindrical-shaped pieces. Interchangeable three ways. Twist-wraps 650 pieces per minute; fold-wraps 500 pieces per minute.



**AMF ROSE HORIZONTAL
AUTOMATIC BATCH ROLLER**

Spins toffee, caramel, and some types of hard candy into rope form prior to entering into wrapping machine. Used with ROSE F.W.T., Eagle, R.A.F., Triumph and others.

For data and complete specifications on AMF ROSE Candy Machines, write the Rose Candy Machinery Division, American Machine & Foundry Co., 485 Fifth Avenue, New York 17, N. Y.

Supply Field News



Dan W. Murchinson has been appointed assistant sales manager of Borden's Dry Milk Division. Mr. Murchinson, a veteran of 18 years with the Borden Co., mostly in the dry milk field, replaces Frank J. Torrens who has resigned.

• **A. A. Henkel**, president of Hansella Works, Albert Henkel A. G., Viersen, Germany, announced that the results of an agreement in the middle of May has made the Package Machinery Co. of Springfield, Mass., exclusive distributors of Hansella products in the United States and Canada. The Package Machinery Co., in turn, appointed Steinharter & Nordlinger of New York as their sales representatives in the same area.

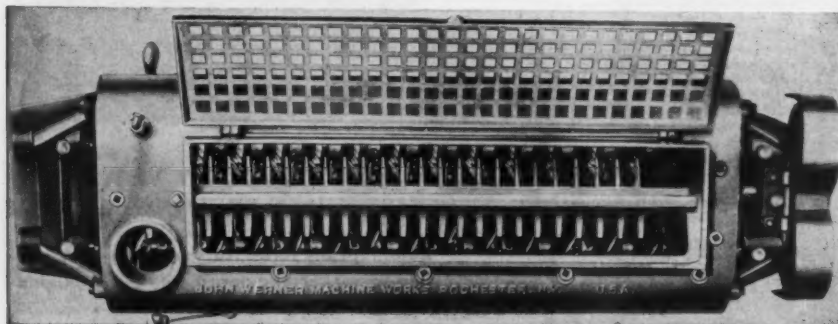
• **Mark Rapp**, vice president in charge of the industrial division, Detecto Scales, Inc., announced recently that the following representatives of the company had been appointed: Anchor St. Louis Scale Co., St. Louis, Mo.; Patterson Scale & Equipment Co., Jacksonville, Fla.; C. H. "Jack" Vilm, Denver, Colo.; and R. W. Hooker, Phoenix, Ariz.



Nu-Pak Products, Inc. came out recently with a packaged chocolate topping for ice cream in a transparent, flexible pouch. The pouch was made for them by Shellmar Products Corp. from Pliofilm Liquid Film.

• **A. E. Staley, Jr.**, president of A. E. Staley Manufacturing Co., received an honorary doctor of letters degree at commencement exercises at Millikin University during June.

• **Arthur E. Fest**, general sales manager of Walter Baker Chocolate and Cocoa Division of General Foods, announced that the annual sales meeting of the confectionery representatives and brokers was held at the Statler Hotel in Boston, June 10-13. Plans were discussed for new products and sales campaigns during 1950-51.



Inside view 50" Snow Flake Cream Beater, with baffles, open top and water jacket.

The Snow Flake Cream Beater is a **MUST**

The Beaters running between diagonal baffle plates assimilate all ingredients, aerating and whitening the Fondant.

Years of experience have proved and verified our claim that the Snow Flake Cream Beater is engineered to handle fondant with corn syrup better and faster, with the desired result at its maximum.

Make your next installation a Peerless Syrup Cooler and Snow Flake Cream Beater.

"When your formula" includes corn syrup!

For smooth, white fondant that is uniformly tender

Peerless Fondant Coolers:
Werner Rapid Cooker & Cooler for syrups, blends etc.
Peerless Chocolate Kettles
Fondant Re-Melters:
Marsh-Mallow Beaters, Single and Double Action
Duplex Fondant Beater and Cooler, open style for Laboratory and retail use
Little Wonder Chocolate Kettles, for Laboratory and retail use
Little Wonder Sucker Machine, operated, for Laboratory and Retail use
Depositors:
Automatic Depositors and Printers
The Boardless Automatic Depositor, printer and cleaner, without the use of starch trays

JOHN WERNER & SONS, INC.

713-729 Lake Avenue

Rochester 13, N. Y.



William Lakritz, president of Florasynth Laboratories, Inc., recently returned from a European trip where he covered England, France, Belgium, and Italy. While in France, he spent time with Schmoller & Bompard whom his company represents in the United States and Canada.

• **William B. Durling**, president of William J. Stange Co. announced recently that George Liddell had joined the company as sales representative to serve the Wisconsin-Minnesota area. Mr. Liddell will replace William Kimball who has been transferred to the New England area. S. L. Hutchison, formerly the New England Representative, is being returned to the Chicago office to handle specifically designed accounts in this area.

• **The American Molasses Co.**, has appointed Charles W. Hoyt Co., Inc., to direct the advertising of Grandma's Molasses, Sucrest Sugar, and other products.

• **The Pulva Corp.**, manufacturers of pulverizing machinery, recently announced the appointment of Williams Sales Co. as its exclusive representative covering Ohio, Michigan, Kentucky, West Virginia, and Western Pennsylvania.

• **Edward M. O'Connor** has become the executive vice president and general manager of Borden's Soy Processing Co. Division of the Borden Co. He will succeed Clifford E. Butler who is retiring to devote more time to other business interests. P. J. Queroli, assistant treasurer, will serve also as assistant secretary succeeding J. W. Henderson who has retired.

• **Homer G. Ray, Sr.**, chairman of the board of the Georgia Peanut Co., died at the Mayo Clinic in Rochester, Minn. of a heart attack while awaiting surgical treatment. He was 65 years old.

He is survived by his wife, Mrs. Anna (Avera) Ray, and two sons, Homer Gene Ray, Jr., president, and Belton Craig Ray, vice president of the Georgia Peanut Co.

• **James J. Kerrigan** was elected president of Merck & Co., Inc. recently. He succeeds George W. Merck who continues as chairman of the board. Henry W. Johnstone was elected senior vice president.

• **The F. J. Stokes Machine Co.** announced recently the release of a new 16 page data book and catalogue entitled "Stokes Freeze-Drying Equipment for Research and Industry."

• **Dr. Percy L. Julian**, director of research for the soya products division of the Glidden Co., has been awarded the Old Gold Goblet of the alumni of DePauw University "for eminence in life and service to his alma mater."

• **Meldrum & Fewsmith, Inc.**, a Cleveland and Detroit advertising agency opened an office in Chicago recently to handle the central division of Durkee Famous Foods.



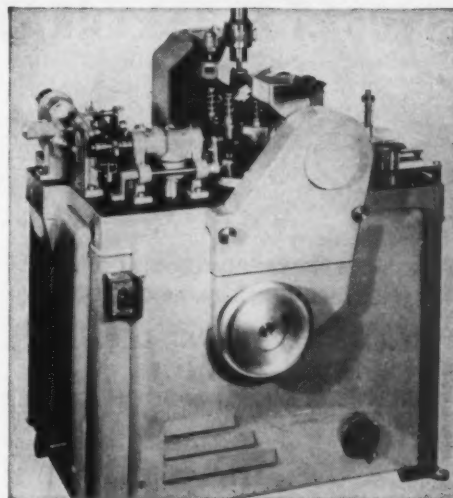
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for heavy duty usage at minimum maintenance. Produces smoother, more uniform coating . . . higher gloss . . . longer shelf life. Recognized as the world's standard for high quality, high production coating.

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LATINI *Continuous* DIE POP MACHINE



- high speed production
- controlled weight & size of pops
- interchangeable dies
- guaranteed performance
- economical operation

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CHICAGO 12, ILL.

N. Y. Rep. John Sheffman, 152 W. 42nd St., New York 18, N. Y.

VOORHEES helps you make it better— for less!

Voorhees Rubber Candy Molds saves you time, stops waste, simplifies operations, and insures greater perfection.

Made of the purest live rubber, Voorhees are odorless and insure freedom from dust. They control moisture, and yield a better finished product.

VOORHEES MOLDS are manufactured in all standard patterns, special holiday and novelty patterns or designs and brand markings made to your order.

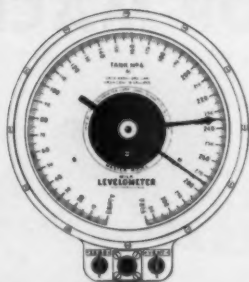
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for Catalogue "M7"

VOORHEES

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increase your net profit by enabling you

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A. Simon



B. M. Halpern

• A. Simon, managing director of Ateliers Heuze, Malevez & Simon Reunis, (H.M.S.) came to the United States on May 20 to attend the Confectionery Industries Exposition. While here it was decided that Bramley Machinery Corp., would be the sole representative in the United States for the products of the foreign firm. Both firms will be advertising on a regular basis.

Heading the Bramley company is B. M. Halpern who has been president since 1935. Much of the ground work for this transaction and agreement was laid when Mr. Halpern went to Europe a year ago to England, France, Belgium, and Holland where he visited chocolate and confectionery establishments and studied various equipment and production methods.

• The United Airlines announced recently that substantially lower air freight on candy and confectionery are now in effect on eastbound shipments from nine western cities to major midwest and eastern communities. Reductions include: a 25 per cent rate cut on eastbound shipments from Long Beach, Los Angeles, Oakland, San Francisco, and San Diego to Chicago, Milwaukee, South Bend, Toledo, Detroit, Akron-Canton, Cleveland, Philadelphia, Newark-New York, Hartford-Springfield, Providence and Boston; a rate cut of 15 per cent from Denver to the same cities; a cut of 14 per cent from Seattle-Tacoma and Portland to Chicago, Milwaukee, Detroit, and Newark-New York.

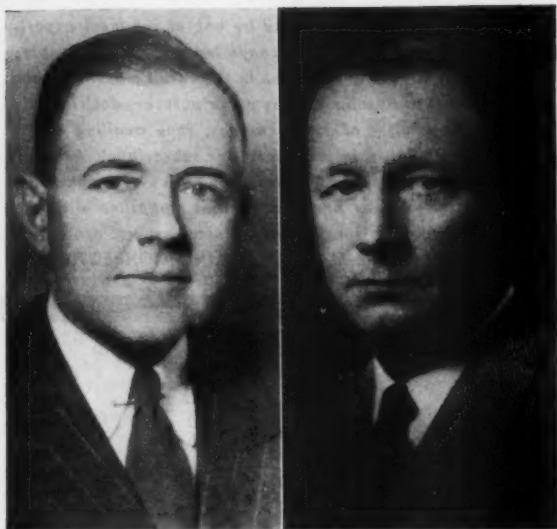
• The American Chicle Co. declared an extra of 25 cents and the regular quarterly dividend of 50 cents on common payable June 10 to holders as of May 25.

• The Utah-Idaho Sugar Co. declared a special 10 cent dividend recently which was paid May 31 for those of record May 5. This is the first special dividend in several years.



The MANUFACTURING CONFECTIONER Publishing Co.—Merton Young in attendance.

THE MANUFACTURING CONFECTIONER



Stanard R. Funsten
Sales Manager, Filtrol

Wright W. Gary
President, Filtrol Corp.

• The Filtrol Management announced its moving to new national headquarters recently. The new address will be 727 W. Seventh St., Los Angeles. In conjunction with Filtrol's expansion program, Wright W. Gary, president of the company said, "Filtrol's growth can be attributed to . . . extensive research and development program . . . during the past years . . ."

Stanard Funsten, manager of sales stated that increased recognition of the company had necessitated enlarging headquarters.

• American Crystal Sugar Co. earned a net income of \$1,439,671 or \$3.22 a share in the fiscal year ending March 31 which was up from the previous year's \$2.96 a share.

• The National Peanut Council has gone on record as opposing the government's suit against the A & P, and label the suit as being "punitive, discriminatory, and inconsistent with the principles of a free economy."

• B. W. Dyer & Co. recently advised their clients to increase their refined sugar inventories at the lower prices prevailing to the extent possible with incurring additional warehouse expense.

• Joseph H. Barrow, veteran bakery sales representative for Durkee Famous Goods in Chicago, retired in June after 26 years with the company.

• The American Maize-Products Co. announced recently that J. Brouwer has been appointed manager of the bulk sales division of the central states. He will have his office in Chicago.



The Pulva Corp., makers of precision built pulverizers for granulating, wet milling, and fine grinding, have just put out a booklet entitled, "New Pulva-Sizer—for Profitable Production of Pulverized materials."



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both large and small manufacturers, are fast, always dependable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantee.

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for

Write For Complete Specifications and Prices

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EST. 1906

MIDDLETOWN, N. Y. - - - U. S. A.

MODERN METHODS OF CANDY SCRAP RECOVERY

By

Wesley H. Childs

Tells how you can re-use scrap candy ingredients without loss of value. Also, how you can reconstitute the raw materials to perform primary functions in first-grade goods. This booklet has chapters on

1. HARD CANDY
2. CHOCOLATE-COATED PIECES
3. GUM and PAN ROOM PIECES

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Book Sales Dept.

THE
MANUFACTURING CONFECTIONER

9 S. Clinton St.

Chicago, Ill.

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Gums, Jellies, and Undipped Bars

Frosted Coconut Fudge Bar

ANALYSIS: Sent in for analysis as No. 4890 at 1 $\frac{3}{4}$ oz. no price stated. Appearance of the bar is good as is the size. The wrapper is of cellulose printed in blue. It is wrapped inside with a wax wrapper. The coating is good for a frosted coating. The color, texture, and taste are good.

REMARKS: One of the best frosted bars we have examined this year. Code 7E50.

Jelly Strings

ANALYSIS: Purchased in a Chicago department store at one pound for 29 cents. Appearance of package is good. The container is white board oblong tray printed in blue and gold on sides. White paper seal on top printed in blue. Overall cellulose wrapper. The color of the strings is good, the sanding is good, and the flavor is good for this priced confection. The texture is more like gum than jelly.

REMARKS: A neat and attractive package. The name jelly strings is misleading as the strings are regular gum strings, not jelly strings. Code 7F50.

Mellow Jellies

ANALYSIS: Purchased in a Chicago chain grocery store at one pound for 80 cents. The appearance of the package is good. It is square one layer type printed in light blue and white tied with yellow grass ribbon. The appearance of the box on opening is good. The assorted gums and patties were good. Of the marshmallow and gum layers, colors, texture, crys-

tal, and flavors were good.

REMARKS: One of the best boxes of this kind we have examined this year. Suggest the box be wrapped in cellulose to keep it clean. The box had dust and finger marks on the top. Code 7G50.

Chocolate Coated Pudding Bar

ANALYSIS: Sent in for analysis as No. 4687 at 1 $\frac{3}{4}$ oz. no price stated. The appearance of the bar is good with the inside using wax paper. The outside wrapper is of glassine printed in yellow brown, and red. The coat-

ing of the bar is fair. The color and texture of the center are good. The taste of the bar is fair.

REMARKS: We have found over the years that when any kind of spice is used, the consumer will not buy the second bar. This bar does not have a scrap taste but most of them do. Code 7H50.

Coconut Bar

ANALYSIS: Sent in for analysis as No. 4688 at 1 $\frac{1}{2}$ oz. No price quoted. The appearance and size of the bar

Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00.

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

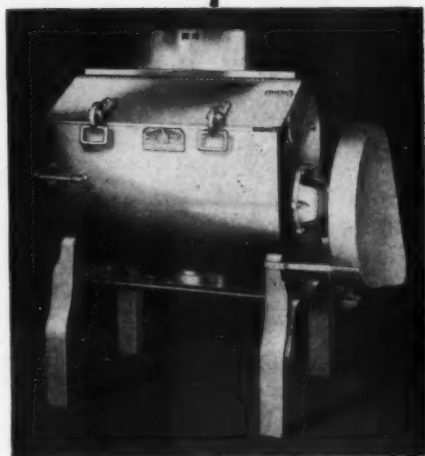
SEPTEMBER—All Bar Goods; 5c Numbers

OCTOBER—Salted Nuts; 10c-15c-25c Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages. New Packages

for Better Marshmallows the **Savage Beater**



... IS YOUR ANSWER. *The Savage latest improved sanitary marshmallow beater is constructed with stainless steel tank, shaft, paddles and breaker bars—100% sanitary.* This beater is considered standard by manufacturers. Built for strength and durability, it assures perfect manipulation of each batch. Hundreds of users in the United States and foreign countries prefer the Savage Beater for its economy in operation and performance in production, because it saves time, space, and operating cost. Four 200 pound Savage Beaters will supply a mogul for continuous operation.

THE FIRST COST IS THE LAST COST

- *Unexcelled for volume and lightness*
- *Stainless construction—100% sanitary*
- *No corners for contamination*
- *Outside stuffing boxes—no leakage possible*
- *Maximum beating for volume*
- *Faster heat discharge from batch*
- *Creates volume suction of cold air*
- *Larger water jacket for quick cooling*
- *6" outlet valve for quick emptying*
- *Less power needed with roller bearings*
- *Large two piece air vent—sanitary*
- *Direct motor drive*
- *Sizes available: 150 lb. or 80 gal. capacity
200 lb. or 110 gal. capacity*

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M. A. Savage, President • Richard J. Savage, Jr., Vice President

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Imitation Rum Kingston
Imitation Rum Jamaica
Imitation Rum and Butter
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Particularly Adaptable for use in
 Toffee and Cream Center Candles.

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GEORGE LUEDERS & CO.

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are good. The wrapper is amber colored cellulose printed in brown. The color and taste of the bar is good but the texture is tough.

REMARKS: Suggest formula be checked as bar is hard and tough. Code 7150.

Coconut Kisses

ANALYSIS: Sent in for analysis as No. 4689 at one-half pound. No price quoted. The appearance of the package is good. The container is a cellulose bag printed in yellow and brown. The color and taste are good, but the texture is tough.

REMARKS: Suggest formula be checked as piece is hard and tough. Code 7150.

Semi-Miniature Chocolates

ANALYSIS: Sent in for analysis as No. 4678 at one pound with no price quoted. The appearance of the package is good. It is the extension top and bottom, two layer type with a slip cover. The top is printed in blue with gold edges. The name is embossed in gold. There is imprint of white house near the top. Cellulose wrapper. Easter cellulose band in colors. Chip board carton. A neat and attractive box. The appearance on opening it was good.

There were 23 dark coated pieces, 16 milk coated, and two gold foil pieces. The color, gloss, and taste of the coatings were good. The strings are fair.

The dark coated centers were as follows: mint cream, good; vanilla coconut paste, good; chocolate cream, good; nut cream, good; caramels, good; pink cream and jelly, could not identify flavor; peanut cluster, good; yellow cream and jelly, could not identify flavor; chocolate paste, good; and butter cream good.

The milk chocolate coated centers were: nut cream, good; almond butterscotch, good; lemon cream and marshmallow, fair; caramel, good; nougat, good; molasses chew, good; cream, could not identify flavor; raspberry cream, flavor fair; almond clusters, good; caramel and nougat, good; and chocolate cream, good. The cordial cherries were good.

REMARKS: Quality of the candy is of the best. Suggest the following: check some of the flavors; lemon in one piece had started to turn rancid. A few good hard candy centers would improve the assortment. Suggest a retail price of \$1.50 a pound. Code 7K50.

Hand Candy Twists

ANALYSIS: Sent in for analysis as No. 4677 at 29 cents a half pound.

HUBINGER
OK BRAND
 CONFECTIONERS' CORN SYRUP
 THIN BOILING STARCHES
 and MOULDING STARCH

Spring Water White
 Absolute Purity and
 Clarity... Has Snap, Sparkle

Top
 Quality
 for 69
 Years

THE HUBINGER CO., Keokuk, Iowa Est. 1881

The appearance of the package is good. The container is of white board folding box type printed in red. Large oblong cellulose window.

There are straight flavors in each box—lemon, peppermint, and cinnamon. Their colors, texture, gloss, workmanship are good. The cinnamon flavor is good but the lemon and peppermint flavors are weak.

REMARKS: A well made hard candy twist cheaply priced at 29 cents. Suggest 35 cents if lemon and peppermint flavors are improved. Code 7L50.

Bon Bon Eggs

ANALYSIS: Appearance of the package is good. It is a square box, two layer type telescope. White embossed paper with overall print of pink, blue, and yellow. Name in gold. The appearance of the box on opening is good.

There are twelve large pieces of candy in a crate with divider with white cups and cut green cellulose around each cup. The colors are good as is the bon bon coating. The chocolate cream and walnuts and cream centers are good but no flavor could be identified in the cream center.

REMARKS: Suggest flavor be checked in the green egg. Also add at least two different cream centers

as there were too many of the same kind. Code 7M50.

Caramel Roll

ANALYSIS: Purchased at a Chicago chain store at three for 12 cents for 1¾ oz. The appearance of the package is good. It has a glassine wrapper printed in brown, white, and orange. The color texture and taste of the roll is good.

REMARKS: The best of this type of confection we have examined this year. Code 7N50.

Assorted Sugar Wafers

ANALYSIS: Sent in for analysis as No. 4681, 2 oz. for five cents. Appearance of the package is good. The size is good. The wrapper is cellulose printed in blue, orange, and white. The colors and texture of the wafers are good. The taste is only fair.

REMARKS: A good eating sugar wafer, but the flavors are not strong enough. This type of confection needs a good strong flavor. Code 7O50.

Frosted Chocolate Fudge Bar

ANALYSIS: Sent in for analysis as No. 4682 at 1¾ oz. and no price stated. The appearance of the bar is good as is the size. The wrapper inside is of wax paper. The outside wrapper is cellulose printed in dark and light blue and white. The coating is good for a frosted bar. The color, taste, and texture of the center is good.

REMARKS: The best of its kind we have examined this year. Code 7P50.

Milk Chocolate Peanut Coated Fudge Pattie

ANALYSIS: Sent in for analysis as No. 4683 at 2¼ oz. for 10 cents. Appearance of pattie good as is the size. The wrapper is of paper backed foil printed in red, green, and white. The

coating is good, the peanuts are good. The color, texture, and taste of the center are good.

REMARKS: A good eating bar and should be a good seller. Code 7Q50.

Assorted Gums

ANALYSIS: Purchased in a Chicago chain store at 1¾ oz., three for 12 cents. Appearance of package good. Size is good. There are five pieces of gum in a white printed board boat cellulose wrapper printed in green and white. The colors, sanding, texture, and flavors of the gums are good.

REMARKS: One of the best packages of this kind we have examined this year. Code 7R50.

Orange and Lemon Slices

ANALYSIS: Purchased in a Chicago chain grocery store. Sold in bulk at 75 cents a pound. The colors, texture, flavors, and sanding of the slices are good.

REMARKS: The best orange and lemon slices we have examined this year. Code 7S50.

Licorice Twists

ANALYSIS: Purchased in a Chicago chain store at 1¾ oz. for 12 cents. Appearance of the package is good. The size is good. It has a cellulose wrapper printed in white. The color, texture and flavor of the twists are good.

REMARKS: The best five cent package of licorice candy of this type we have examined this year. Code 7T50.

Chocolate Coated Coconut Bar

ANALYSIS: Sent in for analysis as No. 4679. The appearance of the bar is good. It has a glassine wrapper printed in brown, silver, and blue. Over all in cellulose. The coating is good. The color, texture, and taste

(Please turn to page 64)

Crest Laboratories



Harold Crooks, Director

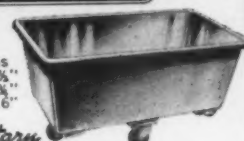
Analysis of chocolate coatings and raw ingredients.

Microscopic analysis of all confectionery products for extraneous matter.

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Inside Dimensions
Length - 43 1/2"
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Write for descriptive literature of this, and other models available for immediate delivery.

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Used successfully for over 20 years by confectionery and chocolate manufacturers for uniform, dependable performance.

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Complete line for all candy use—True Fruit, Imitation Fruits and Nuts, Liquors, Vanillas, and other specialties.

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CHICAGO 11, ILL.

Confectioners' Briefs



Pictured is Charles Crouch, newly elected president and also executive vice president of Childs restaurant chain which purchased Louis Sherry, Inc. in May. Plans are to start selling Louis Sherry products on a national scale.

- **Thomas Ryan**, formerly a salesman with Magnus, Mabey, & Reynard, is now vice president and sales manager of Trudeau Candies, Inc. of Minnesota.
- **Loft's** came out with a novel display for Father's Day. Novelty gifts were displayed such as a candy strip design shirt, a hat with candy, and a cane loaded with candy. The tie is also made of candy.
- **Gum drops** were announced to have formed part of the Air Force's latest emergency food rations. The confectionery is being used for its high caloric value particularly desirable in Arctic climates.
- **The Western Confectionery Salesmen's Association** will hold their annual summer meeting, June 29, at the Brockwood Country Club, Addison, Ill. A gold tournament, steak fry, and card playing are to be featured after which there will be the semi-annual business meeting.
- **Vaclav Charles Blaha**, 76, of Oak Park, Ill. died recently in the West Suburban Hospital, Oak Park. He was former president of the Candy Jobbing Confectioner Association. He is survived by a son, Ralph, and a daughter Mrs. Florence M. Jasper.
- **Melville Confections, Inc.**, plans to erect a \$600,000 one and two story candy plant in Chicago. The building will have 100,000 square feet of floor space.

Next month, THE MANUFACTURING CONFECTIONER brings you the story of the company that has grown up with the country and has become part of the country's history. The company is CE DE Ltd.; the country is Israel. Starting in the Arab port of Jaffa in a dilapidated Arab house, the company is now a modern land mark in Ramat-Gan near Tel-Aviv. Read of this the veteran company of an infant state.



Richard W. Clare, vice president of the New England Confectionery Co. and in charge of sales, was elected president of the New England Manufacturing Confectioners Association recently in Boston. Others elected were: vice president, C. Worthen; treasurer, William O. Wallburg; secretary, Harry Gilson; and directors, Kenneth Miner, Richard D. Muszy, Stephen A. H. Rich. Walter R. Guild continues as managing director of the association.

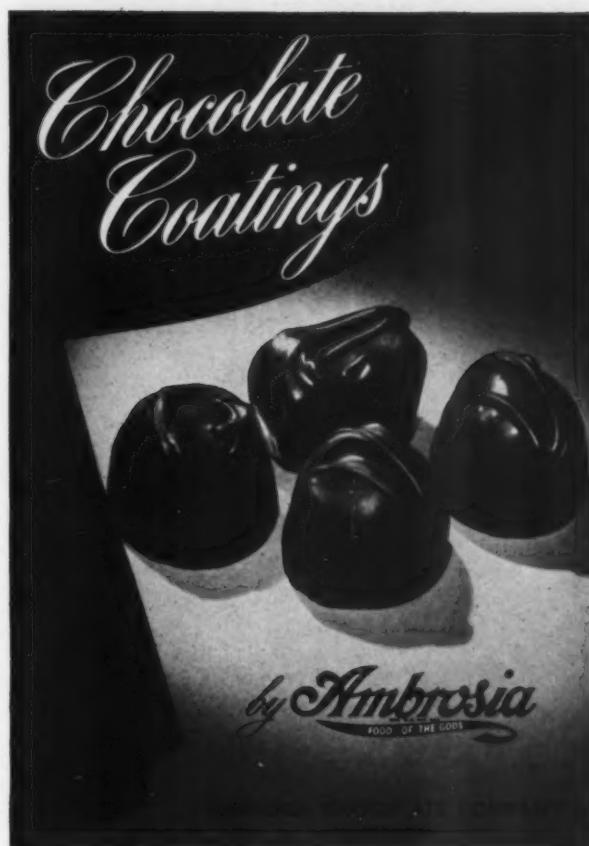
• The Western Confectionery Salesmen's Association announces that they will hold their 36th annual convention, Dec. 7, 8, and 9 at the Congress Hotel in Chicago.

• The Kraft Foods Co. of Chicago is building an addition to its caramel candy plant to increase their floor space to 23,000 square feet. The new plant will be able to process the caramels from beginning to end whereas formerly only several phases of the process were done at the plant.

• The Barricini Candy Co. has introduced a new confection called Candy Tee Vees. The candy is designed to give television watchers a chance to have a handy substitute for coffee without leaving their seats.

• Daniel Tate has been appointed Merchandise distributor for Macy's, New York, it was announced recently by Richard Weil, Jr., president. Mr. Tate, among other things, will be in charge of the confectionery department.

• E. J. Brach & Sons announced the one-hundredth dividend since a portion of the company's stock was offered to the public in 1926. The dividend is payable to stockholders July 1 who are holders of record June 9. The dividend is 75 cents a share.



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Branches in Principal Cities

PRICE ALONE ISN'T THE MEASURE OF VALUE . . .

Though you'll always find Food Materials flavors priced in the market, there are, we believe, other more important factors to recommend these fine products to your consideration. Because Food Materials is one of America's largest prime producers of all types of flavors, we are able to control quality through every processing step. Our world-wide supply sources enable us to secure the very finest raw materials at all times. Last, but not least, our large plant and laboratories make it possible to maintain a standard of service that is second to none. These are the things that have made Food Materials, for many years, a primary source of supply for many of the candy industry's most discriminating buyers.

FOOD MATERIALS CORPORATION

There are no finer flavors in the world than those which bear this label
FACTORY & LABORATORIES • 2521 W. 46th St., CHICAGO 32



Be Apron-wise

ORDER

BāSCO

BāSCO APRONS are sturdy, long wearing. Correctly designed and cut for comfort and complete protection. Available in cotton, rubber or plastic. Don't buy aprons until you get BāSCO prices and samples.

**WRITE FOR BāSCO'S
HANDY BUYERS' GUIDE**



Profusely illustrated to show aprons, gloves, bags and other items in the popular BāSCO line.

ASSOCIATED BAG & APRON CO.

226 W. Ontario St., Chicago 10



Research
Guaranteeing
Your
Satisfaction



Years of continuous research being conducted today even more vigorously than in the past, insure the high quality of Penford Corn Syrup, Confectioners C Starch, and Douglas Moulding Starch.

Today, P & F research is more important than ever before as corn syrups take an increasing part in candy production.

P & F research makes progress!

PENICK & FORD

420 Lexington Avenue, New York 17, N. Y.

Factory - Order Remits, Terms

• **The Chiodo Candy Co.**, Oakland, has bought the name, formula, and equipment for manufacturing the Queen Anne line of hard candies from the Purity Candy Co., San Francisco. The penny pieces are made in butter, licorice, chocolate, and fruit flavors.

• **The United Candy Co.** of San Francisco has moved to 120 Leavenworth St. from 168 Golden Gate Ave. The firm is the supply agency for 125 moving picture houses in California and Nevada.

• **Sidney Kessler**, head of Kessler Bros., San Francisco, announced two new accounts: Crystal Pure Candy Co., Chicago, and Western Confection Co., Beverly Hills, the latter of which was recently organized to handle distribution of the Country Store products of Beverly Hills.

Mr. Kessler represents both firms in the Northern California territory extending from Bakersfield to the Oregon border. He is handling the Crystal Pure lines in all outlets except those of the grocery industry.

• **The Service Sales Co.** of San Francisco was recently appointed franchise distributor in this city, in San Mateo, and Marin Counties for Imperial Candy Co. products. The jobbing concern, headed by Edward W. Ludden, handles a general line of candy and tobacco products.

• **The Rockwood Chocolate Co.** and Bunte Bros. recently appointed Wittenberg-Ross, brokers of San Francisco and Los Angeles, to handle their products for military outlets on the Pacific Coast.

• **Frank T. Peach, Jr.**, 43, sales manager for Eng-Skell, a San Francisco confectionery supply house, died early in May at his home in San Mateo. Surviving him are his widow, Mary, and his parents, Laura and Frank T., Sr.

• **The Brown & Haley Candy Co.**, Tacoma, Wash., has purchased the Mayfair Candy Co., Seattle, from D. D. Powell who remains on as manager. Production of the Mayfair company is confined to mints which are distributed as far east as Chicago.

• **March sales of confectionery** in the United States were reported at the 79 million dollar mark by the U. S. Department of Commerce. This represents an 8 per cent increase over February but is down 3 per cent from March a year ago. For the first three months of this year, sales were down 4 per cent from the first three months of 1949.

• **Life Savers, Corp.**: A dividend of 40 cents a share on the 700,280 capital shares outstanding has been declared by Life Savers Corp., payable March 1, 1950 to stockholders of record February 1, 1950. On March 1, 1949, a similar amount was paid by the company.

• **Fritzsche Bros., Inc.** have recently come out with their 1950 catalogue and price list. Their new catalogue is tastefully printed in brown ink on yellow paper and trimmed and bound in green. All flavors and colors are listed in the new booklet with the prices after them.

• **Roger A. Lovett**, manager of sales for the Dessicant Division of the Filtrol Corp., announced that Eaton Chemical & Dyestuff Co. of Detroit has been appointed distributor for Desiccite No. 25 in New England and the Eastern Coast territory.



GEORGE FOX, of the National Confectioners' Association in Chicago, was the guest speaker at a recent meeting of the Carolina Confectionery Salesmen's Club held in Charlotte, N. C. Three wholesale jobbers were invited to the luncheon. Pictured seated, left to right—Warren L. Butters; George Parker, Mauney Distributing Co., Gastonia, N. C.; C. O. Mackie; W. L. Helms; James A. Graeber; W. M. Bain; Jerald Cannon; Robert S. Everett; Ray Goodwin; L. N. Johnson, Charlotte Cigar & Candy Co., Charlotte, N. C.; Jack Frain; P. D. Bridges, Bridges Wholesale Co., Charlotte, N. C.; Roy E. Randall; H. Grady Blackmon, vice president; Al Smith; Jack Hester; S. H. Collins; and Thomas F. Hawkins, treasurer. Standing, left to right—Robert C. Hunt; H. C. School; Shirley Smith, secretary; Ben O. Dickerson; Don Bourell; W. B. Stallings; Charles W. Brown, president; George Fox, field representative for National Confectioners' Association; and Alonza McSwain.

• **Lloyd H. McClendon**, assistant director of research for Mars, Inc., died at Mercy Hospital in Chicago June 1, after a heart attack.

He was a native of Alabama and a graduate of Alabama Polytechnic Institute. He was a member of American Chemical Society, American Association of Candy Technologists, Food and Container Institute, National Confectioners' association, and the Confectionery Specifications Division of the Army Quartermaster Corps.

Surviving are his widow, Marjorie; a son, Edward; and his mother Mrs. Pearl McClendon. Services were held in Chicago with burial in Birmingham Ala.

• **William M. Bell** retired from his position in the confectionery department of Kraft Foods, Co. June 1, after 50 years of work.

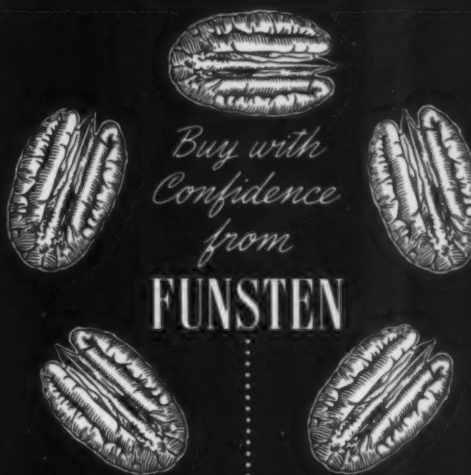
Mr. Bell joined the Kraft Co. in 1932 after a long career in caramel production. Mr. Bell is also responsible for several books on candy making.

• **The Queen Ann Candy Co.** of Hammond, Ind., announced recently that they are returning their wax wrapped Carmallow to the market. The product was discontinued during the war and is returning now that production has been reperfected.

• **The Barricini chain** of candy stores announced recently the addition of another store to their growing chain. The new store will be located on Sixth Ave and 42nd St. in New York City.

• **Irving H. Diamond**, member of the New York Cocoa Exchange, was elected recently as vice president of W. Bartholomew Cocoa Corp.

• It is reported that the Wisconsin Maple Syrup yield for this year is one of the highest in history. It is estimated that 76,000 gallons of syrup were produced.



Buy with
Confidence
from
FUNSTEN

Specially Selected
for Flavor and Size

PECANS of Quality

FOR OVER 50 YEARS

R.E. Funsten Co. 1515 Delmar, St. Louis 3, Mo.

Conventions -- Meetings

July 16-18—National Association of Variety Stores, Merchandise Fair, Baker Hotel, Dallas, Texas.

July 30-August 3—National Association of Variety Stores, Merchandise Fair, LaSalle Hotel, Chicago.

August 16-18—Third Western Packaging and Materials Handling Exposition, Civic Auditorium, San Francisco.

August 7-20—First U. S. International Fair, Navy Pier, Chicago.

August 6-9—27th annual convention, Southern Wholesale Confectioners Association, Inc., Birmingham, Ala.

Sept. 18-23—Third International Congress of Chocolate and Cocoa Manufacturers, Lausanne, Switzerland.

Sept. 23-26—18th annual meeting of Packaging Machinery Manufacturers Institute, at the Homestead, Hot Springs, Va.

Oct. 21—"Sweetest Day."

Nov. 12-15—National Automatic Merchandising Association, annual convention and exhibit, Palmer House, Chicago.

Dec. 7-9—Western Confectionery Salesmen's Association, Convention, Congress Hotel, Chicago.

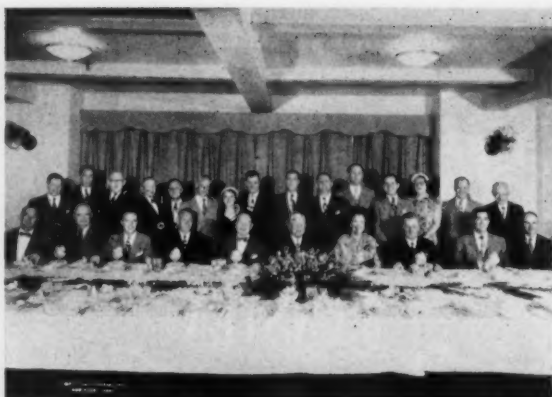
Feb. 1951—Western Confectioners' Meeting, San Francisco.

June 3-6—National Confectioners' Association convention, Stevens Hotel, Chicago.

June 7-9—National Candy Wholesalers Association Convention, Palmer House, Chicago.

June 17—Institute of Food Technologists Meeting, New York City.

• **The Kranz Candy Co.** of Chicago has gone thru total reorganization with Miss Ann M. Kinsch and Frank J. Sloup being in complete control. The plant is at 659 W. Hobbie St.



Officers, directors, and active members of the Fritzsche "Quarter of a Century Club" attended a dinner recently honoring President John H. Montgomery on his 25th anniversary with the New York chemical-essential oil firm. Pictured are: front row (l-r) F. L. Hilbert, J. H. McNamara, D. A. Neary, H. P. Wesemann, Mr. Montgomery, F. H. Leonhardt, president, Miss Mary A. Neary, Dr. Ernest Guenther, Fred H. Leonhardt, Jr., and G. A. Wohlfort.

Back row (l-r)—A. Wardman, E. B. Anderson, F. H. Lenz, E. W. Keller, F. F. Miller, W. E. Schedy, Miss Anna M. Venice, William Barnes, William Keller, Charles Schneider, D. W. Bertodatti, T. J. Coyle, Miss Anne M. Cunningham, A. N. Howlings, and F. E. Riley.

Report on flavors . . .

H. P. Wesemann, president of the Essential Oil Association of the United States and vice president of Fritzsche Brothers, Inc., of New York, gave a run-down on the world supplies for essential oils in flavoring May 9, in the opening address at the annual meeting of the Flavoring Extract Manufacturers Association of the United States. The meeting was held at the Hotel Traymore in Atlantic City.

Breaking his talk into three headings, Mr. Wesemann discussed the world situation in (1) citrus oils, (2) spice oils, and (3) general flavoring oils.

He spoke of the recent lowering of the import duty on oil of lemon from Italy—from 25 per cent ad valorem to 12½ per cent ad valorem.

Taking a rather dim view Mr. Wesemann said that the quality of this import was not of the best. He pointed to the recent freeze in the citrus groves, as a reason why the price of the oil is high and the quality less than that to which is normal.

Oil of orange is a different picture, Mr. Wesemann said. He pointed out that huge production of this oil "keeps the price at salvage level," since the production of the oil is veritably a by-product of other production.

The speaker indicated the oil of lime would continue high and the supply of the product unsure.

As for spice oil, all types are short due partly to political upheaval in the world.

Mr. Wesemann closed his talk with, "It has not been my intention to draw a gloomy picture. On the contrary, I can state that business in our industry has been good, and you gentlemen helped make it good."

• The New England Confectionery Co. is now in its third month of broadcast for the TV show called Bob Emery's Small Fry Club. This is a child participation show and is slanted toward advertising Necco Wafers.

• The William Wrigley Co. has bought 36 half hour summer broadcasts from June 14 to August 8th of six Columbia Network programs. Most of the programs are of the whodunit variety although several are humorous in content.

• The Sweets Co. of America, Inc., reports a net profit for the quarter ended March 31 of \$106,220. This represents a \$0.40 earning per share. This is up from the same quarter of 1949 when the company earned \$103,437 or \$0.39 a share but is below the record year of 1948 when the earning per share was \$0.66 for a net earning of \$174,142.

• A. Urban Shirk, well-known consultant on food and candy distribution, has been appointed national sales manager of Gregg International, Inc. Gregg handles Frazer's Finlandia Confections.

• Corn derivative companies recently filed a consent order agreeing to abandon allegedly discriminatory pricing practices. This was done at the behest of the F.T.C. which filed a complaint against these companies in 1947. The main text of the complaint charged the corn derivative companies with engaging in price fixing tactics which tended to create a monopoly.

• A recent payroll study held in New York State showed that women employed in the confectionery industry earn approximately \$38 a week. It was also reported that employment as a whole was off from the month of April a year ago.

• Lloyd L. Footh, for the past 30 years with Montgomery Ward & Co., was made president of Martha Washington Candies recently. Footh will take over the Chicago firm after serving in the mail order department in St. Paul and Chicago for Montgomery Ward.

• Balaban & Katz movie houses in Chicago recently gave away a pound of chocolates with each purchase of a \$5 book of admission tickets.

• James Okell has been appointed vice president in charge of grocery sales of the Cook Chocolate Co., Chicago.

• Living on the right street paid off for a group of kids in Frederick, Md. the first week in June. A truck rounding a curve on a nearby highway overturned spilling the cargo over the highway. The truck was loaded with Hershey products. The word got out and the kids for miles around had a field day.

In Roy Beasley's article in the June issue entitled, "Efficiency, Economy for Retail Manufacturer," an error was made in the formula for waffles. The correct formula is:

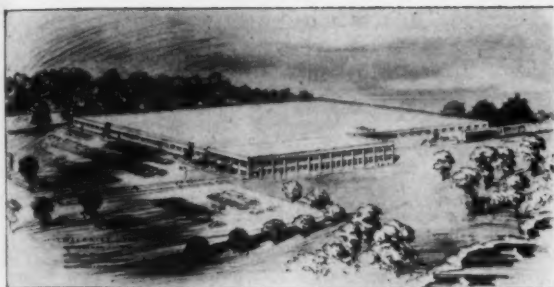
20 lbs. sugar
2 teaspoons cream of tartar
4 lbs. corn syrup
cook to 325.

For the Center

5 lbs. corn syrup
1 teaspoon salt
A touch of vanilla

For the outside, cook up the sugar and corn syrup to 325. Lay out on the table to cool. Lay the center on it and fold over to cover. Pull out and cut with cutter.

For the center cook up the sugar and corn syrup to 226. Add macaroon and put in pan. Keep hot in front of batch heater.



Construction of Milprint's new Milwaukee plant was begun May 8, it was announced by William Heller, president of the Company. The building is to be a rectangular brick construction 462 x 603 feet. It will occupy seven acres or 280,000 square feet of floor space. The lot on which the plant is being built is 22 acres to allow for expansion. A two story office building will adjoin the plant 100 x 260 feet to bring the total floor space to 332,000.

• A decision in the Automatic Canteen Co. case was finally handed down by the Federal Trade Commission June 15, which, in effect, ordered this company to "cease and desist" from accepting prices below those accorded to wholesalers or others when such prices are not justified by differences in costs.

The Commission, in pointing out the violations of the company of the Robinson-Patman Act, showed that the Company bought over \$8,000,000 dollars worth of gum in four years at 38 cents a box. This was at a saving of \$4,000,000 over the price paid by wholesalers of 55 cents a box. Candy prices were given on a pre-war basis of 48 cents a box as compared to the wholesaler's price of 68 cents.

The decision also ordered the Company to stop entering into contracts with its franchise distributors requiring the latter to buy exclusively from the company the products to be sold in the machines. This will mean that manufacturers' representatives will now be able to sell these distributors.

• The U. S. Department of Commerce announced recently that a new finding guide to wartime German patents is now available. The guide is a subject index to the 200,000 German applications filed in the Berlin Patent Office over the period 1940 to 1945.

MIDDLETOWN, N. Y., has become the new location of Polak's Frutal Works as the company moved from their former location at Long Island City during the week of May 22.

The step was made necessary by the steady growth of the company since its establishment in 1921 as a sales organization for the parent company in Amersfoort, Netherlands.

Manufacturing on a small scale began in 1937 at the Long Island City plant, and by 1940, the company's facilities had to be considerably enlarged.

The war changed the picture considerably, and after it, the headquarters for the world-wide organization were centered in this country. The ever expanding business made it imperative at this time to increase further the productive capacity of the plant.

This resulted in the acquisition of the Middletown plant in 1946.

Now, with further development of the company, it has become necessary to centralize the entire organization in Middletown where an additional large, modern building has just been completed.

are you stuck with a sticky problem



MANUFACTURERS — Cut your costs by these proved, effective methods: Produce stocks during slack periods for peak season demand • Advance shipping dates • Insure delivery of candy to your customers in factory-fresh condition • Eliminate expense of returns.

RETAILERS — Increase your sales and eliminate your losses by these proved methods: Order your suppliers to protect your shipments with Desiccite #25 • Use Desiccite #25 in your displays to protect them against loss of eye appeal • Handle lines prepackaged with Desiccite #25 to gain customer goodwill • Protect seasonal carry-over against moisture damage.

Desiccite*
keeps candy
free and
glossy—
economically

Dry Pack with DESICCITE #25

All these economies and benefits are being realized by users of Desiccite #25, the dehydrating agent which protects flavor, gloss, and dryness from damage by moisture.

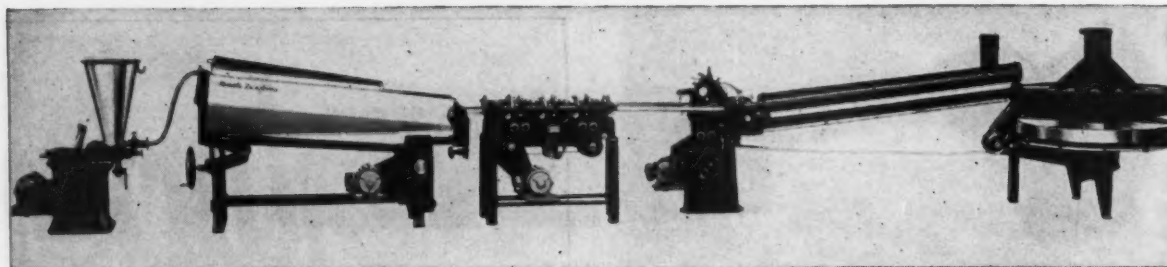
GET THE FACTS...

Write your nearest Desiccite distributor

L. H. Butcher Co., Los Angeles, San Francisco, Portland, Seattle and Salt Lake City; Eaton Chemical & Dyestuff Co., 1490 Franklin Street, Detroit; Thompson-Hayward Chemical Co., main office in Kansas City, Mo., and branch offices throughout principal cities in central and southwestern states.

FILTROL CORPORATION General Offices: 727 W. 17th St., Los Angeles 17, California. Plants: Vernon, California and Jackson, Mississippi

*T.M. Reg. U.S. Pat. Off.



27-B Center Filler

19-E Automatic
Batch Former

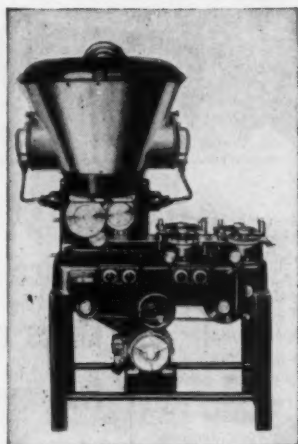
4-Step Automatic
Rope Sizer 65-B

Super Rostoplast
4-F

Special Rotary
Double-deck Cooler 52-B

"PACKAGE"

NOW EXCLUSIVE AGENTS FOR



HANSELLA COMBINED BATCH FEEDER & SIZER 73-B

This machine enables you to produce a uniform, continuous rope of hard candy, toffee or caramel without any interruption between batches. And the rope is always of uniform temperature, which reduces scrap to a minimum and increases the production of the hard-candy forming, cutting and wrapping machines.

The batch is rolled in an electrically heated revolving hopper consisting of a series of conical rollers. A set of draw-out rolls at the bottom of the hopper pulls out, pre-forms and feeds the rope to two sets of sizing rolls which shape and form it to the exact size required for the cutting and wrapping machines.

Adjustable for any desired thickness within 9/16" to 1 1/16" in diameter. Feeding speed is adjustable from 6'6" to 78' of rope per min., irrespective of thickness or type of candy.

Hansella MACHINES

Hansella equipment has established an outstanding reputation in the confectionery field... We are, therefore, extremely pleased to announce that, as the result of a recent agreement, we have been granted the exclusive rights for the importation and sale of this fine equipment in the United States and Canada.

We in turn have appointed

STEINHARDTER & NORDLINGER

105 Hudson Street, New York 13, N. Y.

as our sales agents for Hansella machines in the same territory.

Hansella machines of today embody many new features that make a marked improvement in production efficiency. Among the many different types available are the following:

Center Filling Machine

for semi-firm as well as soft centers

Batch Former with adjustable rollers

Combined Batch Feeder & Rope Sizer

High-speed Plastic Machine

for filled and unfilled hard candy

Revolutionary Sugar Boiler and Mixer

For further information, we suggest that you write us.

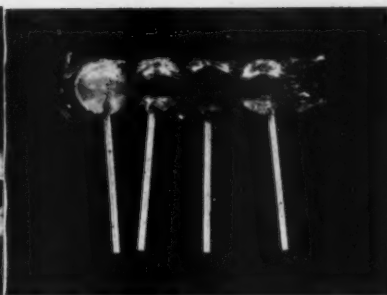
NEW YORK CHICAGO BOSTON CLEVELAND ATLANTA DALLAS
DENVER LOS ANGELES SAN FRANCISCO SEATTLE TORONTO

**PACKAGE
MACHINERY COMPANY**

SPRINGFIELD, MASSACHUSETTS



This is an example of a carton overwrap of pliofilm used on Brock candy bars. The company reports that this wrapping has cut down on returns due to stale merchandise.



Pictured is an example of the use of Pliofilm as a wrapping for lollipops. There is a machine on the market that heats and stretches the Pliofilm snugly around the candy.



Pliofilm is readily adaptable to bags and may be used plain with a tent-type closing label. The film also may be had in multi-colored printing. The bags are used for many confections.

PLIOFILM--present and potential uses in packaging

ONE of the more interesting talks given at the recent Lehigh Conferences was that on "Pliofilm—Present and Potential Uses in the Candy Industry." The talk was given by A. B. Clunan of the Pliofilm Sales Department, General Products Division, The Goodyear Tire & Rubber Co.

In opening his talk, Mr. Clunan told of Pliofilm itself and its inherent qualities.

"Rubber hydrochloride—sold under the trade name of Pliofilm—is a combination of pure crepe, natural rubber and hydrochloric acid," Mr. Clunan explained.

"It is approximately two-thirds rubber and one-third acid put together chemically to form a new substance—rubber chloride."

But Mr. Clunan explained that the product derived from this process is no longer rubber or acid "any more than water (H_2O) is hydrogen or oxygen."

It is a new material with individual characteristics that have small relation to the materials of which it is composed.

"In pliofilm, we have a very flexible, thin, transparent sheet that is liquid-proof and highly moisture vapor-proof with excellent strength, tear, and puncture resistance."

High Claims for Pliofilm

Mr. Clunan advanced the amazing claim that the pliofilm is non-toxic, is odor and taste free, and is unaffected by the normal range of temperature and humidity.

Other properties ascribed to this material were that it becomes thermoplastic with application of moderate heat providing a strong tenacious welded-type seal. It is also grease-proof and is impervious to acids and alkalies.

"These factors, plus many that this concise summary does not attempt to include," Mr. Clunan explained, "provide the fundamentals required for a wide range of protective packaging applications."

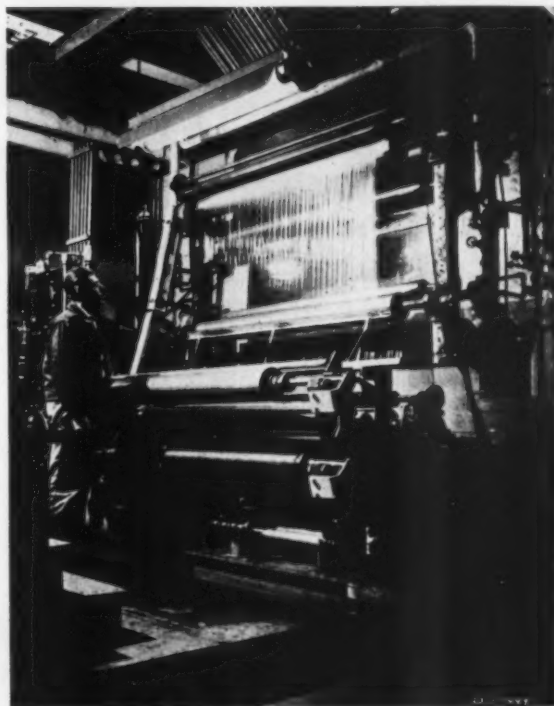
Continuing with his talk, Mr. Clunan said, "Pliofilm is produced in a variety of qualities and a range of gauges so as to efficiently and economically fit the end use for which it is intended."

The quality, according to Mr. Clunan, varies mainly thru the quantity and quality of the plasticizer added.

In speaking of plasticizers, Mr. Clunan explained, "Pure rubber hydrochloride, although highly moisture proof, lacks the strength and flexibility required for most packaging uses; so plasticizers are added . . . to impart these qualities."

He explained that the more plasticizer the greater the strength and flexibility with some "slight sacrifice" in moisture protection.

Pliofilm, according to the speaker, is manufactured in



One step in the processing of Pliofilm is shown here as the film comes off the spreader unit and is wound up in the mill roll. The film consists of approximately two-thirds rubber and one third acid. This forms a substance known as rubber chloride.



ALBERT B. CLUNAN has been associated with The Goodyear Tire & Rubber Co. for 13 years. During that time, he has been working on his specialty—the development of commercial packaging uses for Pliofilm.

Prior to this, he graduated from Cornell University with a degree in civil engineering,

and then for seven years was associated with Sylvania Division, American Viscose Corp., dealing with packaging applications for cellophane.

This article was taken from portions of his talk given at the Lehigh conferences recently.

8 gauge thickness or gauges running from 80 gauge to 250 gauge (a gauge is figured at one-tenth thousandth of an inch). In addition, the company produces a 40 gauge tensilized pliofilm by heating and stretching the standard cast material.

The yield or covering area varies with the gauge. Examples of yields are—80 gauge will yield 31,000 square inches per pound while 40 gauge will yield 55,000 square inches to the pound; thus the thinner the stock, the greater the yield.

Mr. Clunan then told of the Package Development Laboratory, with its Engineering Division, to assist prospective users in making efficient packages and providing mechanical means of making these packages.

He pointed out that the Engineering Division has designed conversion necessary for successful operation of Pliofilm on most of the leading makes of wrapping and bag making machinery.

Mr. Clunan then got down to specific cases.

He first showed a carton of Brock candy bars as examples of carton overwrap. The carton was wrapped in 120 p4 clear Pliofilm on a Hayssen wrapping machine.

In commenting on its effectiveness, he said, "Our laboratory tests show that the moisture pick-up or weight gain on this package at 80 degrees F and 80 per cent relative humidity was only 0.8 per cent over a period of 38 days.

"The Brock Candy Co. advertising states that this package keeps these nut filled bars ten times fresher than when marketed without this wrapper.

"I am taking the liberty of quoting from a letter we received from W. E. Brock, president, on July 15, 1949. Mr. Brock says, 'We are entirely satisfied with the use of Pliofilm as an overwrap on our . . . boxes. We feel quite sure that it has reduced our returns due to stale merchandise and has increased the prestige of our product.'

"The cost of the wrapping machine in this case was \$3,575.00 and the cost of the Pliofilm wrapper is 1.25 cents per carton. The machine wraps 30 packages a minute."

Mr. Clunan then dealt with the use of Pliofilm in

wrapping marshmallows either as an overwrap or in a bag.

He reported that the laboratories showed that 6 ounce open face cartons of marshmallows lost only 2.4 per cent moisture when exposed to an atmosphere of 15 per cent relative humidity at 80 degrees F for 36 days.

The speaker reported that, "Packages wrapped in other transparent material under the same conditions lost 6.7 per cent. When the moisture loss exceeded 3.5 per cent, the marshmallows formed a hard crust. The Pliofilm used in this case was 140 N2. Marshmallows when packaged in 140 N2 pliofilm bags showed comparable results.

Mr. Clunan then told of the Koekel-Oetlinger Co., who have been wrapping lollipops for a number of years in Pliofilm on a machine that heats and stretches the Pliofilm snugly around the candy. The machine wraps 70 to 100 pops a minute.

The reports from this company are that the wrap gives greater protection to the pop, especially against the effects of moisture.

In treating with Pliofilm bags, the speaker said that they are available thru the converters in any desired dimension and are suitable for many types of goods. He particularly recommended the bags for such items as: nut meats, such as peanuts, cashews, etc.; peanut brittle; glazed nuts; gum drops; and mixed candies.

He pointed out that the bags might be used plain with a tent type closing label for identification or they may be had with lustrous multi-color printing.

Multiple Units Increase Sales

One of his comments on bags was, "One suggestion, as a sales stimulant, is the packaging of multiple units of five cent candy items in pliofilm bags. This is particularly adaptable for sales in self-service markets where it can be pointed out that the bag has a definite re-use value as a refrigeration bag for keeping left-overs, fresh vegetables, and the like.

"Sales surveys in supermarkets have demonstrated sales increase of several hundred per cent over single unit sales."

The next use of Pliofilm that the speaker brought up was the use for bulk liners. He said that the liners are made to a dimension slightly larger than the inside measurements of the shipping container so that all the weight or thrust of the packaged product is borne by the container.

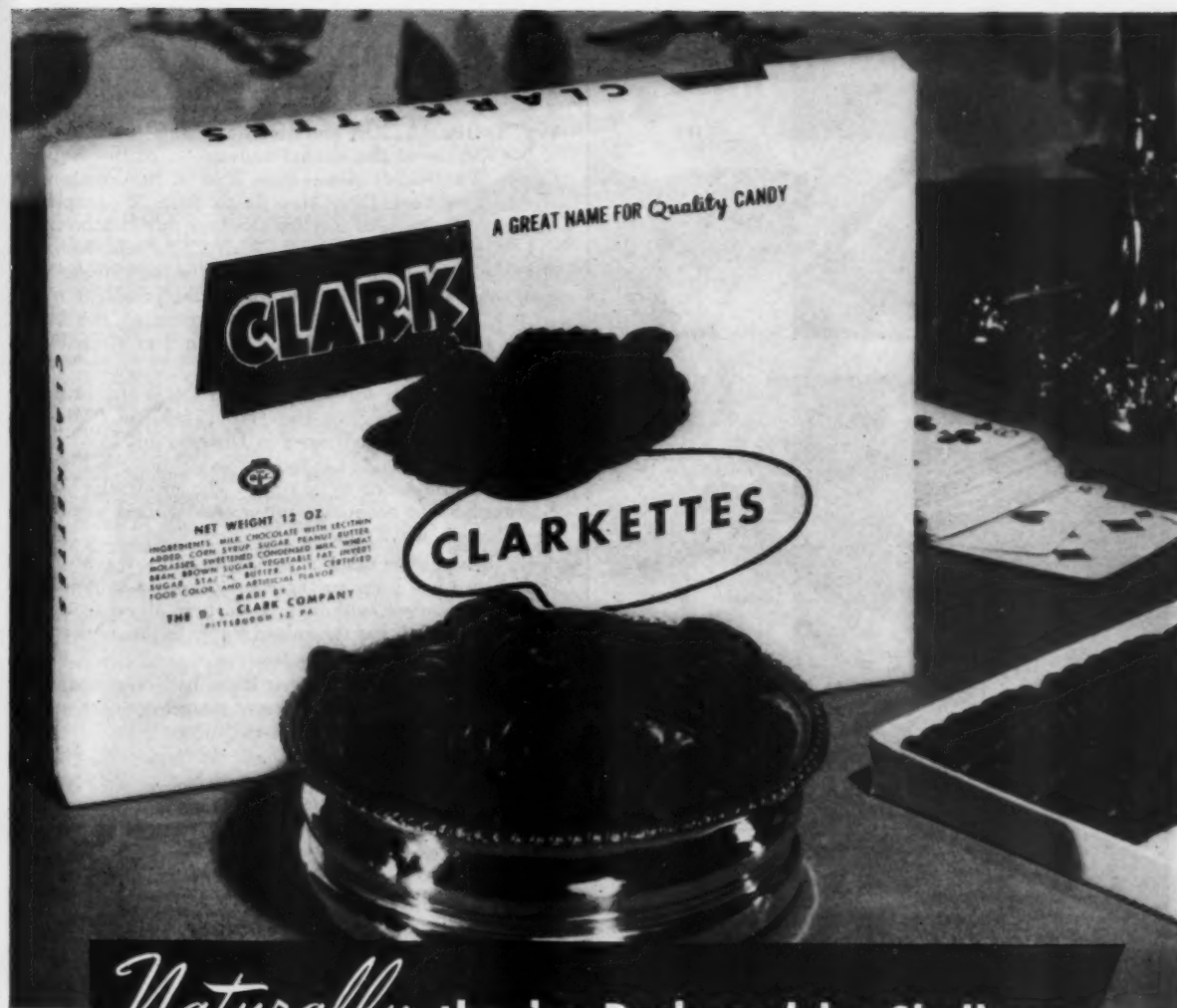
"Such liners, in addition to providing a high degree of moisture protection, insulate against possible taste impartation from cardboard or wood of the outer container, and act as a barrier against insects, dust, and other contaminations."

"There are, as always," said Mr. Clunan in summing up, "something still in the dream stage that may have merit for industry."

One of these future prospects, according to the speaker, was a duplex package of Pliofilm where a light film of moisture is sealed between plies. This would be to supply longer shelf life to products that dry quickly. The theory of this is that the trapped moisture would have to dry out before the moisture of the contents could be reached.

Conversely, a dessicate like lithium chloride could be put between the plies to absorb moisture that might get to products that are desirable in their dry condition.

These are still in the development stage at Goodyear, but it is believed that packages of this type can be formed and filled on a transparent type machine. The company trying this, however, would have to be willing to co-operate on a trial and error program.



Naturally, they're Packaged by Shellmar

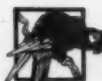
This brand-new, out-of-the-ordinary Clark candy *had* to have a package equally new and different. Naturally, Shellmar was chosen to design and produce it.

Full-color photography, reproduced in accurate detail, portrays the quality of the candy. The clean, white background makes this an attention-compelling package no matter where it

is displayed . . . and the moistureproof duPont Cellophane provides essential protection against harmful atmospheric conditions.

Intelligent Shellmar designing takes into account every feature necessary to good packaging. We'd like to prove it by designing a package for *your* product . . . at no obligation to you. Simply tell us when you're ready.

SHELLMAR



PACKAGES

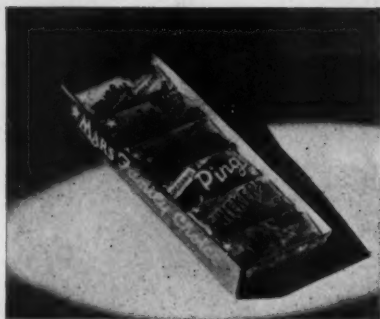
SHELLMAR PRODUCTS CORPORATION

GENERAL OFFICE, MOUNT VERNON, OHIO

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NCWA report . . .

"CO-OPERATION and Merchandising" were the twin themes of the annual convention of the National Candy Wholesalers Association held at the Commodore Hotel, New York City, May 31 to June 3, as approximately 2,000 persons met for the four day conclave.

J. V. Balocca, Commercial Candy Co., Paola, Kan. was elected president of the Association for the coming year, and John Casani of Philadelphia, past president of the NCWA, automatically became chairman of the board. E. J. McCoy of J. B. McCoy & Son was elected vice-president.

During the first session, Dr. H. H. Maynard, professor of marketing, Ohio State University, spoke on, "Mid-Century Place of the Wholesaler in Distribution."

Dr. Maynard scoffed at those who say the trend is away from the wholesaler by saying, "The wholesaler is here because he is an economic unit in the business world, and he is here to stay."

He then pointed out that figures from the recent census show there has been an increase of 25 per cent in merchant wholesalers, although a decline of confectionery wholesalers, and that the sales volume is just under three times what it was in 1939.

He pointed out further that there had been a drop of only 3 per cent in the number of drugstores, despite the increase in super market outlets.

Departmental Effectiveness

Dr. Maynard called the wholesaler an "economic distributor, as well as an effective sales agent," and said, "If I were a distributor of candy, I would make my organization, my salesmen, my delivery men, and my own contacts with retailers just as effective as I possibly could."

He warned that the personal element is of great importance and urged wholesalers to know their dealers better.

A noted speaker at the convention was James Caleb Boggs, United States Representative-at-Large from Delaware. He told the meeting that the wholesale confectionery industry is one of the largest of non-durable goods industries in the nation. He commended the association for the vital part it took in formulating trade practices for its industry, saying, "so thorough-going and fair minded were the trade practice rules which were worked out and adopted that they are now serving as a basic pattern for other industries."

He said hearings would be held shortly on the proposed trade practice rules for the cocoa and chocolate industry, and they were patterned along the lines of those drafted by the NCWA.

Operating Cost Problems

John Bromell, chief of the Wholesale Division, U. S. Department of Commerce, speaking in a symposium on operating costs, said, "Operating cost reduction is probably the most important problem with which the wholesaler is confronted."

He added that very likely "prices will be lower and competition keener in the near future."

Mr. Bromell then supported his statement by outlining the reasons for increased operating costs and concluded by saying that if wholesalers are to meet the challenge of those increased operating costs successfully, "there must be an awakening of interest in operating problems. Wholesalers in great numbers must seek to distribute

(Please turn to page 65)

Super-Mart..

★ ★ ★

A TOTAL of 20 confectionery companies exhibited at the Super-Mart Institute, 13th annual convention, Stevens Hotel, Chicago, May 13 to 18.

The exhibitors had their wares set up on the third floor of the hotel in an area called "Candy Lane." The area was away from the rest of the exhibitors, but attendance at the out-of-the-way spot was assured by each person at the show being eligible for merchandise awards if he had stickers from every booth at the exhibit.

The program opened on the 14th at the president reception and dinner in the Grand Ballroom. It was then estimated that the registration, held the day previous, was approximately 30 per cent above any other year's registration. A total of more than 4,000 super-market operators, food manufacturers, and equipment manufacturers had signed for the convention.

The opening address was given by Claude W. Edwards, president of the Institute and vice president and gen-

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proper stock identification

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FRUIT POWDERS...**



GET THE MOST PROTECTION
for bulk packing, storage and
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A MOISTURE-VAPOR BARRIER



- ☒ PRESERVES FLAVOR AND FRESHNESS LONGER
- ☒ PREVENTS STICKING, MELTING
- ☒ KEEPS MOISTURE OUT
- ☒ ODORLESS, NON-STAINING, EXTRA STRONG
- ☒ RETAINS CANDY'S SALES-APPEALING GLOSS

DRINK POWDER PACKETS



BULK POPCORN BAGS

Get the facts about VAPOTITE today... how you can level out production curves and eliminate seasonal "peaks" by manufacturing months ahead, yet still maintain your reputation for marketing confections that are "always fresh." VAPOTITE is ideal for preserving confections, hygroscopic powders, dried fruits and similar food products. It may be used as case liners, outer wraps, miniature enclosures or extra large bags because it is pliable, moldable and foldable. VAPOTITE protects against temperature variations and has all the advantages of strong, laminated kraft — yet, is more economical than most ordinary moisture-vaporproof wraps. We invite your inquiry for complete details.

Available in **SHEETS
ROLLS
AND BAGS**
Plain,
Colored or
Printed

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Functional Papers

TEILMANN PULP & PAPER COMPANY • KAUKAUNA • WISCONSIN

eral manager of Alpha Beta Food Markets in Los Angeles.

Economy of Plenty

The theme of the opening speech was "to meet the challenge of the mid-century—to create and maintain an economy of plenty."

In his address, the president scoffed at the current fears of surpluses pointing to population increase prediction of 50 million in the next 50 years.

The exhibition opened Sunday afternoon with the confectionery people showing the products they produce for the super-market trade.

Several new products and packaging ideas were being featured by the various confectionery manufacturers. Some of these have been released recently or are due for release soon.

The Crystal Pure Candy Co. was exhibiting a novel method of packaging their pops. The package consisted of a cellophane, Hopalong Cassidy holster with sixteen pops. They were also exhibiting their new "Selelevision" box which is fitted with a window to allow a view of the contents.

Better View of Product Featured

The Shotwell Manufacturing Co. was also showing some changes in traditional packing. Their new bag line is similar to the old except that the printing has been lessened to give greater view of merchandise.

This company also has a new product in their strawberry marshmallow, a seasonal item made to look and taste like a strawberry.

E. J. Brach & Sons was starting a new product in its coconut bon bons packaged 13½ ounces to the boat. The boat package was used at the request of food store operators because of its ease in handling.

Brach's was also offering a new hard candy consisting of a neutral covering on an almond butter center.

The only other new product ob-

served was Candy Pack's new butter mints.

These are to be sold at five, ten, and twenty-five cents in a bag. They are also contemplating an acetate or plastic basket for marketing the mints.

The convention closed Thursday evening with the annual dinner in the Grand Ballroom.

Clinic

(continued from page 51)

of the center are good.

REMARKS: One of the best coated coconut bars we have examined this year. Code 7U50.

Chocolate Tiles

ANALYSIS: Sent in for analysis as No. 4891. At 8 oz. for 95 cents. The box is of square, cheap board, one layer type printed in blue. Imprint of sailing ship covers entire top of box. The candy is wrapped with each solid chocolate square in printed blue paper. There is an imprint in blue on the paper. The color, texture, gloss, refining, and taste of the chocolate are good.

REMARKS: The box is entirely too cheaply made for a 95 cent number and also has a cheap appearance. Chocolate is of good quality and well made.

This type of confection has never been a large seller in the United States. A number of American manufacturers have made similar packages of solid chocolate, and most of them discontinued these numbers as they were not popular. The consumer in the United States will buy a five cent solid chocolate bar, perhaps a 10 cent size but no half or one pound package.

At this price, the consumer can purchase a one pound box of assorted chocolates and prefers these to any

kind of solid chocolate.

If this box is going to stay on the market, we suggest the following: a four ounce box of attractive type; a number of different flavored chocolate pieces—add roasted nuts, almond paste, orange peel, coffee, etc.

Even if the above changes are made, we feel that this type of confection will never be a large seller in the United States. Code 7A50.

Swiss Milk Coated Creams

ANALYSIS: Sent in for analysis as No. 4636, at one pound for \$1.00. The box is full telescope type in two layers. It is made of white paper top with name embossed in gold and black. The imprint is in black of a Swiss. Pieces wrapped in printed wax paper. Cellulose wrapper. The appearance of the box is good.

The color, gloss, and taste are good. The strings are machine and fair. The coconut cream, chocolate cream, vanilla cream, vanilla coconut cream, maplenut cream, and chocolate nut cream centers are good. The peppermint and lemon cream are not of good flavor. There are 30 pieces to the box and the assortment is fair.

REMARKS: Suggest at least four more different creams be added to improve the assortment. Peppermint, lemon, and orange flavors are not up to the standard used in good dollar assortments. Code 7B50.

Chocolate Coated Marshmallow Bar

ANALYSIS: Sent in for analysis as No. 4680. The appearance and size of the bar are good. It has a cellulose wrapper printed in white. The coating is good. The color texture and taste of the center are good.

REMARKS: One of the best coated marshmallow bars we have examined this year. Suggest red or blue printing on the wrapper instead of white. Almost any color would stand out better than white. Code 7V50.

IT'S EASY TO ATTRACT ATTENTION . . .

to your products when you pack them the transparent plastic way in WEINMAN boxes and counter dispensers. CANDY, NUTS, Candied Fruit, Bakery Products look better, SELL better when packed the appetite-appealing way.

PLAN A CHRISTMAS PACKAGE NOW!

Send for illustrated catalogue and samples.

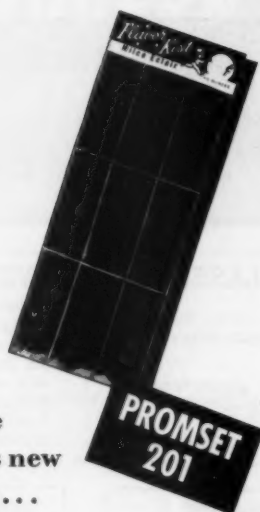
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For faster, troublefree
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heat seal label paper . . .

No partial sealing when your labels are printed on Promset 201. The entire activated area takes hold instantly, sticks permanently to cellophane, cellulose acetate, glass, and paper. Promset 201 is available in flat sheets or rolls.



Schulze & Burch, Chicago, now specify Promset 201 for heat seal labels. Write for the complete story of this better heat seal label paper.

LEADERS IN THEIR LINE

MID-STATES Gummed Paper Company
2515 South Damen Ave. • Chicago 8, Ill.

(Continued from page 62)

goods so efficiently and at such low cost that manufacturers cannot afford to by-pass them."

In connection with this same subject, Irvin Shaffer, vice president of the National Confectioners Association said, "Problems are good; a sign of real progress."

Shaffer spoke in the closing address of the session entitled, "Mid-Century Challenge to Better Manufacturer-Jobber Relations." He said it was a direct measure of our moving along in civilization this constant cropping up of problems.

The NCA official depicted the progress of science in the first half of the century but added there had been a lag in the field of distribution. The jobber tomorrow will operate a one-story warehouse on the outskirts of the community, equipped with the most modern system of loading devices to facilitate movement of goods, said Mr. Shaffer.

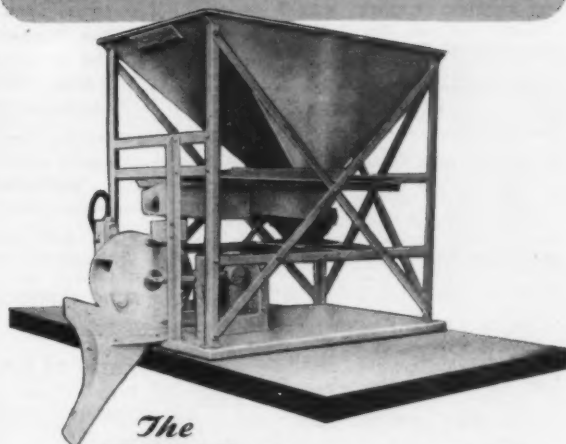
He also stated that neither manufacturer nor the jobber were doing the other a favor, as each was doing a business for a profit, and he threw out a challenge to the wholesalers to stop the trend of direct buying by proving to the manufacturers that the wholesalers are the proper ones to do the job.

Continuing, he urged the wholesalers to be merchandisers, not order takers and stated, "each must help the other." He closed his talk urging a better understanding between the two elements of the industry.

Next year's convention is to be at the Palmer House, Chicago, June 6-9.

• H. Ferris White, Jr., has been promoted to manager of business planning for Booz, Allen & Hamilton's central region. Prior to coming to this company, he was manager of the private labelling division of Curtis Candy Co.

THE *Low Cost Weigh* TO SOLVE DIFFICULT *Filling Problems*

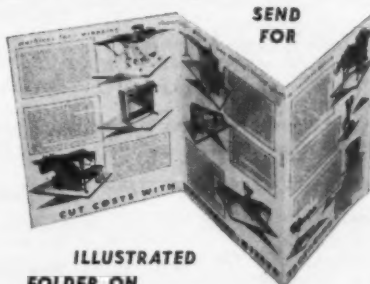


The **HOLM** *Weigher & Filler*

gives continuous, trouble-free automatic weighing and filling, even on difficult products. Candies, whole or shelled nuts, macaroni and noodle specialties, hardware items like rivets, nuts, screws, etc.—in fact, practically any semi-free and many non-free-flowing materials can be handled fast, efficiently and accurately with the HOLM.

This sturdy machine may be fed either by an independent supply hopper, or by conveying direct from ovens, inspection tables, etc. No small openings or obstructing parts to jam up—weighing accuracy and filling speed are not interfered with. Just turn on the HOLM and it sets a steady pace for production!

For a low-cost solution to your difficult filling problem, send for full details on the HOLM at once!



MACHINES FOR: Wrapping . . . Sheet-Gluing . . . Bag Making . . .
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ALL-AROUND CANDY MAKER desires position at once. Box A-7016, **The MANUFACTURING CONFECTIONER**.

HELP WANTED

WANTED: Asst. Superintendent for West Coast chocolate plant. Should have operating knowledge on refining rolls and roasting. Give detailed experience, age, and income expected. Box A-702, **The MANUFACTURING CONFECTIONER**.

WANTED CANDY MAKER: Must be thoroughly experienced on full line of hard candies. When replying give full particulars, age, experience, etc. Plant located in North Carolina. Box A-706, **The MANUFACTURING CONFECTIONER**.

SALES MANAGER: Experienced. Location New York City. Small specialty firm. Must travel. Salary and bonus. State age, experience and references. Box TF-708 **The MANUFACTURING CONFECTIONER**.

BUSINESS FOR SALE

Excellent for branch factory on Pacific Coast. Brick building 17,000 feet and candy equipment for sale or lease. Now operating and serving wholesale and retail trade. Box A-7011, **The MANUFACTURING CONFECTIONER**.

FOR SALE: Well established, small compact candy factory, all necessary equipment, also two retail stores in adjoining areas, also air conditioned and modern. Supply retail outlets, also wholesale. Ideal for candy maker. Box A-7012, **The MANUFACTURING CONFECTIONER**.

Newly Remodeled Candy Shop with modern 18 stool and 4 booth fountain-lunch. Located in city of 10,000 with no competition in town. Main street location with good lease and terms if desired. Apply at Eaties Candy Shop, 221 Central Ave., Tracy, Calif.

BUSINESS AND EQUIPMENT of complete candy and ice cream manufacturing plant, with retail store. Good lease. Approximately yearly business, \$60,000 gross. In Heart of Mother Lode—18 years successful business. O. K. Candy Shop, Sonora, California.

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Classified insertion requests are sent to the same address. Rates are 35c per line of regular type; 70c per line for bold face or capital letters; \$6 per column inch for display. Minimum insertion is three lines. Rates are not subject to agency discounts.

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EASTER AND XMAS HOLLOW MOLDS WANTED. PLEASE QUOTE DESCRIPTION AND PRICE. Box A-709, **The MANUFACTURING CONFECTIONER**.

WANTED TO BUY: Huhn or Wolf Starch Drying Outfit. Box C-6014, **The MANUFACTURING CONFECTIONER**.

WANTED: Complete plants or individual units of equipment for the manufacture and production of Chocolates and Hard Candies. Box C-6019, **The MANUFACTURING CONFECTIONER**.

WANTED: Complete Hollow Mould Outfit, including filler and tumbler. State age, condition and lowest price. Box A-7015, **The MANUFACTURING CONFECTIONER**.

WANTED: Model K Kiss Machine. Box A-7018, **The MANUFACTURING CONFECTIONER**.

WANTED: One Mills Gas Fired Stove in good condition. Also show cases. Write MERRY'S CANDIES, P. O. Box 351, Oak Park, Ill.

MACHINERY FOR SALE

FOR SALE: 4 ft. Motor Driven Cream Beater, never used. Friend Laboratory Model Cream Center Machine with 1 die plate 5/8" dia., never used. Simplex Gas Vacuum Fire Cooker and two kettles. Box A-701 **The MANUFACTURING CONFECTIONER**.

One Rose R.A.F. 500 wrapping machine. Completely rebuilt. Box TF-303, **The MANUFACTURING CONFECTIONER**.

MACHINERY FOR SALE (Contd.)

FOR SALE: 80 Qt. Hobart 4-speed Mixer with all accessories, \$800.00. Two 40 Gal. Groen Stainless Steel Steam Jacket Cook Kettles, \$200.00 each. Two 10 Gal. Copper Candy Cook Kettles, \$50. Each item almost new. Juergens Drug Store, Richwood, West Virginia.

FOR SALE: F. & B. CREAM BEATER, 4 ft. size used less than 6 months, bargain. National Confectioners Machinery Co. 108 E. 2nd St. Cincinnati, Ohio. Telephone Parkway 1165.

MISCELLANEOUS EQUIPMENT

- 1—Mint Department complete in every detail. Capacity of 1200 pounds per hour. Consisting of 1-6 roll Thomas Mills Mint Cutter with water cooled rolls, 1 extra set of rolls, 4400 Trays, 33 Dollies for trays, 5 Mills Water Cooled Tables, 2-100 pound capacity Pullers, 4 Special Mint Cookers with copper kettles, one complete Mint Breaking Unit with Syntrol Vibrators, loading hopper and Syntrol vibrator packer. This department is complete in the most minute detail and has been acknowledged by experts to be the finest in point of low labor costs.
- 2—Toledo Scales, 70 pound capacity, 1 ounce graduation, with portable stand.
- 1—Toledo Platform Scale, 1000 pound capacity.
- 1—Model VI Triangle Filling Machine.
- 1—Ernold Labeler. Semi-Automatic. Range 5 CC ampule to a gallon.
- 2—Amsco Bag Sealing Machines.
- 1—Portable Table Model Bag Stitcher.
- 21—38" Copper Revolving Pans, complete with stands, shafting, belts, motors, and gas burners. Two units of eight pans each and one of five.
- 1—I. L. G. Universal Blower with 2½ H. P. Motor.
- 2—Model #32 Type 1 S. M. 20 H. P. 125 pound pressure "Powermaster" Steam Boilers.
- 40 gallon Steam Jacketed Kettles, Steel Dump Trucks, 30" Electric Exhaust Fans, Trays, Skids and other miscellaneous equipment that is useful in any plant. Inspection invited. General Confections, Inc., Hillsdale, New Jersey. Phone Westwood 5-2550.

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Automatic Frosting
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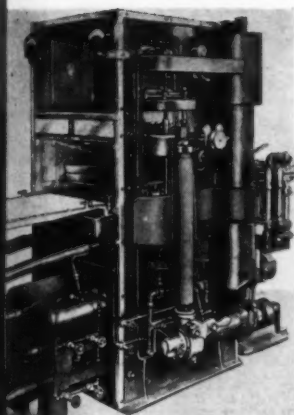
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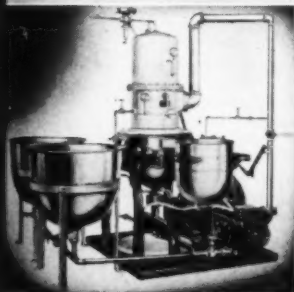
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National Equipment 24" Enrober, with automatic Feeder, Cooler and Packer. 32" Enrober also available.



National Equipment Continuous Hard Candy Cooker, 600 and 1000 hourly capacities.

AT GREATLY Reduced PRICES

*Act Promptly For
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Now is the time
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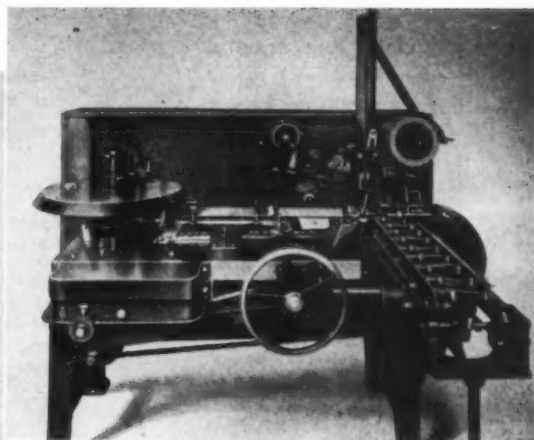
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We extend the opportunity—by deferred payments, to help equipment pay for itself while working for you, giving extra production and labor economy.

**Write or Wire Us All Your
Machinery Requirements**

SPECIAL *Just Received*

1—Rose 500 per min. RAF Cutter and Wrapper, with interleaving arrangement for cellophane or wax, cuts size $1\frac{1}{8}$ " x $\frac{1}{8}$ ", for hard candy or toffee, also with automatic Batch Feeder, purchased new 1948.



LP and LP3 Sucker Wrappers, adjustable for all sizes and shapes of suckers.



National Equipment Fully Automatic Steel Mogul.

at WASHINGTON COURT HOUSE CANDY CO.

Washington Court House, Ohio

24" Enrober and Tunnel and individual Freon Cooling System. (Also 32" Enrober and equipment available.)

Chocolate Tempering and Melting Kettles, 300 lb. and 500 lb. National and Racine. (Also 1000 lb. and 2000 lb. sizes available.)

600 lb. National Equipment Continuous Hard Candy Cooker. (Also 1000 lb. cap. available.)

Gas Simplex Vacuum Fire Cooker. Steam Simplex in New York stock.

Hildreth Form 3 Pullers, motor driven.

National Equipment automatic Wood Mogul with Pump Bars, assorted sizes. (Also automatic Steel Mogul available.)

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6—50 gal. Savage Double Action Patent Tilting Kettles, type F6, Copper and Stainless Steel Kettles, for Caramel and Nougat.

Savage 150 gal. cap. Single Action Gum Kettles.

Dixon Caramel Wrappers, for wrapping $\frac{3}{4}$ " x $\frac{3}{4}$ " x $\frac{1}{2}$ ".

Thomas Mills Reversible Sizers. 24" x 6" Rolls and 30" x 6" Rolls.

Racine Caramel Cutters.

Steam Jacketed Mixing and Cooking Kettles, 24 to 150 gal. cap.

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OUR 38th YEAR

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MODEL M. Die Pop machine, a beautiful design and trade name. Also 360M paper sticks. Box TF-507, **The MANUFACTURING CONFECTIONER**.

FOR SALE: Steel Mogul, excellent condition. Just taken out of operation. Must be moved immediately. No reasonable offer refused. Box A-7017, **The MANUFACTURING CONFECTIONER**.

FOR SALE: Package Machinery LP Sucker Wrapper, can be adjusted for various sizes and shapes of suckers. Fine operating condition. Box A-7020, **The MANUFACTURING CONFECTIONER**.

FOR SALE: Rose 500 RAF Wrapper, practically new. Automatic Batch Feeder included. Also with inter-leaving arrangement for cellophane or wax. Excellent condition. Box A-7022, **The MANUFACTURING CONFECTIONER**.

FOR SALE—2 SIMPSON INTENSIVE MIXERS, 4' 6" dia., #1½. New in 1947. Used less than three weeks. Each with jacketed wear plate. National feeding hoist, enclosed crib, heating and dust collecting equipment. Also one older #2 machine 6' dia., open crib, without heating and dust collecting equipment.

CONSOLIDATED PRODUCTS CO., INC.

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FOR SALE: Friend Hand Roll Machine—Model E, similar to Dreadnaught, on stand—\$395.00. 5 foot Ball Cream Beater—perfect condition 220 v.—60 cycle—3 phase motor \$490.00. Practically new 3x6 Savage Water Cooled Steel Slab with Bars, \$195.00. Write Cooper's Candies, Inc. 432 Main St., Peoria, Ill.

FOR SALE: Brand new and never used. Thomas Wilcox Extruding Machine with 10-¾" outlets—equipped with 1 HP motor 440, 3 phase. Price very reasonable. Box C-6010, **The MANUFACTURING CONFECTIONER**.

FOR SALE: 1—Gordon-Wilcox 16" Extruding machine—8 nozzle outlet, in first class working order. 1—Racine Continuous Sucker Machine, direct drive with conveyor. Two sets of full length rolls, one for Chips, one for Peach Stones used approx. 1 month, all in first class condition. College Town Candies, Inc. 4614 Liberty Ave., Pittsburgh, Penna.

Complete Bubble Gum Outfit including mixer, extruder, cutters and motors. Sacrifice at \$750.00, F.O.B. Easton. Sylvan Sweets Co., 2118 Liberty St., Easton, Penna.

Hollow Chocolate Mould assortment, and complete equipment for small factory, or as a sideline. Includes Melter, Mixer, Chocolate pump and gearmotor. 350 pounds melting capacity. Total of 150 moulds, hinged and in frames in a number of figures. Complete for \$1,000. P. O. Box 824, Petersburg, Va.

FOR SALE: Double Action Tilting Steam Kettle, Syrup Cooler and Pump, Springfield Depositor, Savage Marshmallow Beaters, Batch Rollers, Cut Roll, Friend Machines, Lab. Model, Hildreth Puller, and all other confectionery equipment. Priced reasonably. S. Z. Candy Machinery Co., 1140 N. American St., Philadelphia, Pa.

MISCELLANEOUS

FOR SALE: 500 lbs. Moistproof Clear Cellophane in 3¼" Rolls. Box C-6713, **The MANUFACTURING CONFECTIONER**.

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WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax • Glassine Bags, Sheets & Rolls

Tying Ribbons—All Colors & Widths

Scotch Tape Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond Robert L. Brown

"At Your Service"

74 E. 28th St., Chicago 16, Illinois

WANTED: A manufacturer of chocolate covered bars to make a 5c bar for an outside distributor. Manufacturer to be located in Maryland, eastern Pennsylvania, or northern Virginia. Box T.F.-605, **The MANUFACTURING CONFECTIONER**.

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SALESMEN: Those who have a following with the manufacturing confectioners and have proven record, to represent old established firm in the sale of Cherries, Glaced Fruits, Flavoring Extracts, Emulsions and Confectioners Specialties.

Drawing against commission or salary and expenses to those who qualify. When writing, state full experience with history of occupation, also territory in which experience has been acquired.

Only those writing in detail will be considered. Our map notified. All replies confidential. Box A-704, **The MANUFACTURING CONFECTIONER**.

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A crack team of six Southern sales-
men. Ky., Tenn., Miss., Ala., Fla.,
Ga., S. C., N. C., Va., W. Va.
If it will sell in Dixie—we can sell it.

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N. Mex.

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call on every account personally
every six weeks. Candy is our
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112 Market St.

SAN FRANCISCO 11, CALIF.

Established 1906

Sell Wholesale Trade Only
Terr.: Eleven Western States



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Confectionately Yours

EVERY so often, thru no effort on their part, a company gets a break in publicity such as General Motors got when "My Merry Oldsmobile" was a popular song and institutionalized their name.

Mars, Inc., is now awaiting breathlessly the reception of a song called "The Little Green Man With the Big Fat Head" which could help in institutionalizing their name.

And well it might since the song has a high annoyance value found in such hits as "Rag-Mop," "Mairzy Doats," and other such gibberish.

The song is recorded by Apollo Record Co. and the artists are the Four Jokers, a male quartet known in the San Francisco area.

The theme of the song, if it can be said to have any, is a little green man with a big fat head who supposedly crashed from a flying saucer. People all think he is a creature from another planet but find out he is actually a salesman of Mars candy bars.

The record was released all over the country thru the disc jockies on June 1. Shortly after, the record was placed in the juke boxes of the country.

Before its release, the Apollo record co. asked permission to use the name of the company. Mars, Inc., and their advertising agents readily agreed.

* * *

THE next time your surgeon unzips you, you need not worry about him leaving things lying around inside after the stitches are set.

It is understood that the Department of Agriculture has a new gimmick for surgeons known as a candy-like sponge. The sponge is made from corn starch and will dissolve and be absorbed if left inside the body.

* * *

THE latest pitch by the Communists to discourage religious practices in children, according to a visitor from Stettin, Germany, is for the teachers to urge their students to pray to God for candy. There is no candy coming in this case.

Then, again according to the visitor, they are asked to pray to Stalin for candy. It arrives the next day.

There is no word on how long or how many times the prayers are answered. It would seem that the German youths reach satiety before their American cousins would.

PFIZER CITRIC ACID

Makes Them Beg For Just One More

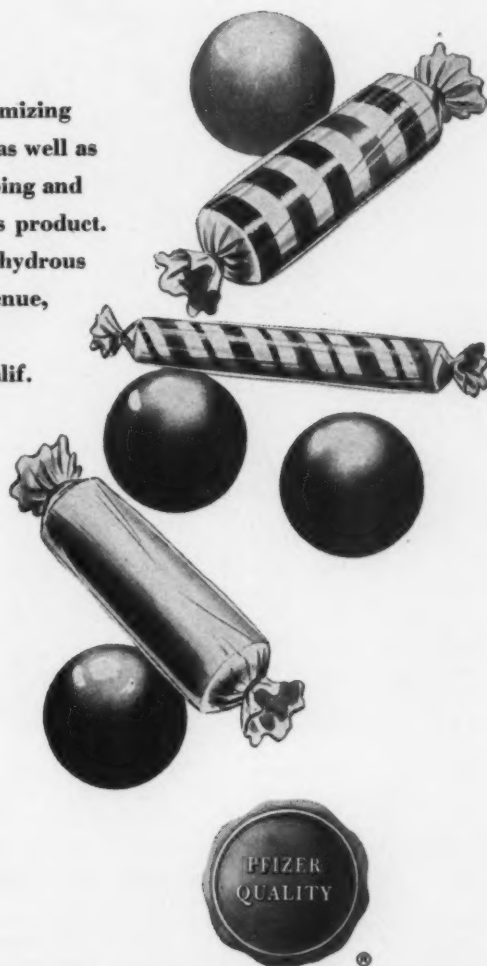
Citric acid rings the bell

Makes hard candy taste so swell

Children plead for just one more

'Cause the flavor says "Encore"!

Free-flowing, non-caking, quick-dissolving, bubble-minimizing Pfizer Citric Acid is available as Anhydrous Citric Acid as well as the U.S.P. product. You'll save money on freight, shipping and handling charges by ordering the water-free Anhydrous product. For details on how to convert from the U.S.P. to the Anhydrous form, write: Chas. Pfizer & Co., Inc., 630 Flushing Avenue, Brooklyn 6, N. Y.; 425 North Michigan Avenue, Chicago 11, Ill.; 605 Third Street, San Francisco 7, Calif.



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Manufacturing Chemists for Over 100 Years

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When slang was in favor-

Meaning "Great!" - which has always meant

NORDA RASPBERRY FLAVOR !



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Or do the smart thing—come to Norda!

Norda Raspberry Flavor—red and black—has real raspberry, true-fruit taste. Both genuine and imitation Norda Raspberry are expertly made to help

you make more popular syrups, mixes, candies, and gelatins. Use Norda for all your products.

Test Norda Raspberry Flavor yourself. Send for free samples—and get your catalogue of all the superior Norda Flavors. Start improving—and saving. Send to Norda today.

Norda Raspberry . . . Another "Favorite to Flavor It"

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